A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

March 27, 1967

Florida's traders chart exports

Containers earn 'E' award

Mission to visit Czechoslovakia

New marketing service offered

International Trade Winds

Company News

OPTICAL RECOGNITION EQUIPMENT—The British General Post Office has ordered approximately $2.3 million worth of optical character recognition and high-speed sorting machinery from Recognition Equipment, Ltd., British subsidiary of Recognition Equipment, Inc., Dallas. The new equipment will be used to read information from and sort more than one million banking documents daily. Recognition Equipment's computing readers are already in use by the Swedish Postal Bank.

LOCOMOTIVES—The Overseas Operations Division of General Motors has received an order valued at $15.5 million for 62 diesel-electric locomotive units, to be purchased by the Government of the Republic of South Korea. The locomotives are being financed through an AID loan, and will be put into service on the Korean National Railroad. The new units will bring to 141 the total of GM locomotives in service in Korea.

ENGINEERING—Harza Engineering Co., Chicago, has been named consulting engineer for a new dam, power plant, and other facilities on the Finchaa River in Ethiopia. The facility will ultimately produce 100,000 kilowatts of electric power for the city of Addis Ababa, and will be operated by the Ethiopian Electric Light and Power Authority, an Ethiopian Government agency. The cost of the project is estimated at $27,530,000, with financing to be provided in part by AID.

COMPUTER SERVICE—Scandinavian Airlines System, Swissair, and Japan Air Lines have interconnected their communications networks to the new AIRCON system, a common access computer service recently activated by RCA Communications, Inc. AIRCON provides a central clearing house for a wide range of data, and is designed for use by a wide range of industries, particularly those with similar reservations and information switching requirements, such as hotels, airlines, railroads, shippers, and others.

Newsletter

"A beautiful job of screening," said experienced Los Angeles exporter Norman Kingsley. He meant the work of the U.S. Trade Mission to Ireland and Portugal (reported in this magazine Jan. 16) and its success in introducing his particular lines. Five Portuguese firms sent Kingsley checks for samples of the epoxy coatings he handles. Another mission-developed contact brought him an initial order in Ireland. "Our hat is off to you and your Mission team members," Kingsley wrote to Commerce Department.

Have you met Messrs. Svend Aage Jakobsen, Shoji Sasagawa, Abdulatif Hamad al-Jabre or Charles G. Gilbred? If not, perhaps you should make a point of doing so. They are on their various ways around the world heading for visits with U.S. suppliers and manufacturers in this country. Keep abreast of their plans and itineraries in our weekly "Visiting Buyers and Officials" feature.

Standardized sales contracts prepared by the Economic Commission for Europe are now widely accepted in Europe and are frequently referred to in business dealings with Europeans. Where would you be able to look up such a contract in the U.S.? Ask at any Department of Commerce Field Office.

New products of American industry and business proposals are featured in Commercial Newsletters published in 50 countries by U.S. Commercial Offices in these countries. Are local businessmen interested? Here is a sample response, from Paris: 850 copies of the first Newsletter were sent out in January, 1964; today the circulation is 2,100. Tell the nearest Commerce Field Office about your new products, for Commercial Newsletter use.

The U.S. is more than holding its own in world export competition to keep down labor costs and product prices. That is the story in a new private survey using 1958 figures as a 100 base. It shows U.S. unit labor costs at 101 last June, while EEC countries varied from 123 in France to 136 in Germany. The U.K. was at 107. Wholesale prices were at 105 in the U.S. last June, and varied from 109 in Germany to 124 in France. Productivity went up sharply everywhere, but wages shot up the most in our competitor industrialized nations.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Acting Secretary

Lawrence C. McQuade
Acting Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

in this issue

Attention is drawn once again to improved overseas reporting services to American exporters by the U.S. Department of Commerce. This week's lead story (Page 2) is the third in three weeks about such services. It centers on the marketing information dispatches transmitted from the 280 U.S. foreign service posts in about 130 countries. Last week we described the new computerized Trade Lists available soon from 14 countries. Our March 13 issue reported new "Economic Trends" summaries being supplied experimentally from a selected number of foreign service posts.

March 27, 1967

Volume 73
Number 13

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

More Market Data Ready for Exporters 2
New Commerce service makes reports from U.S. Foreign Service posts more readily available

U.S. Trade Mission To Go To Czechoslovakia 4
First such Commerce-sponsored venture to leave in October, invites industrial machinery proposals

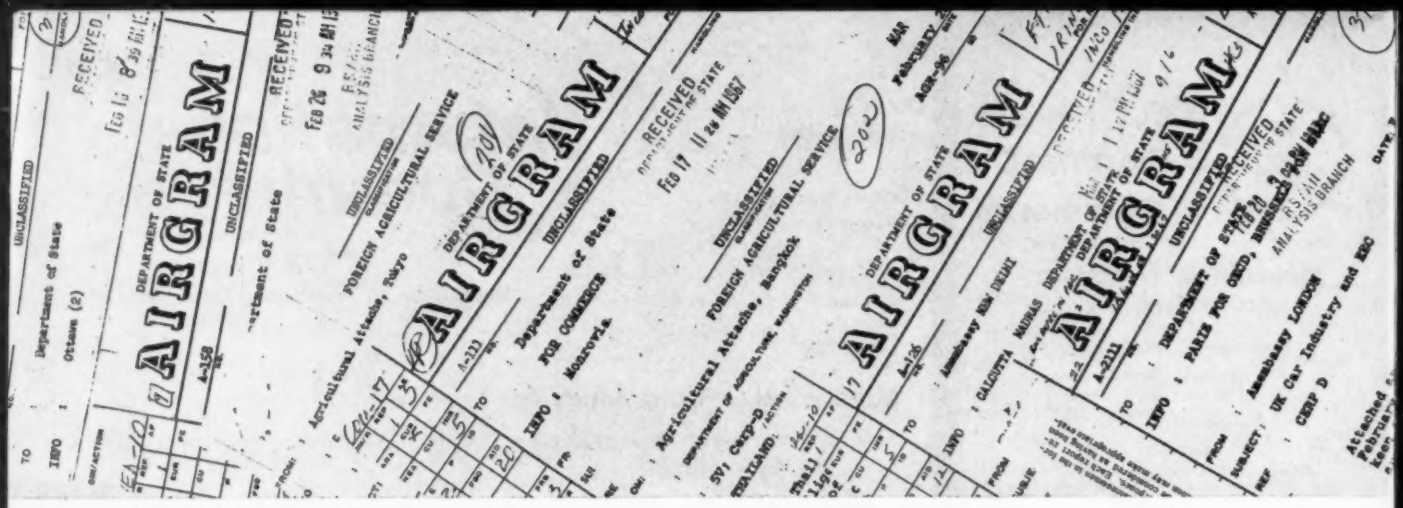
U.S. Traders to be Busy in May in USSR 7
Two trade missions, an exhibition at a Moscow food processing and packaging show, inaugural airline flight on schedule

Korea Invites U.S. Traders in on 'Takeoff' 8
Asian nation's high officials remind Americans of 11.9% expansion of economy last year, see further gains ahead

Florida's Traders Chart Export Paths 10
A report with pictures on the state's annual World Trade Conference at Tampa

Australia, Modernizing, Looks to U.S. Products 16
U.S. Exhibition at International Engineering Show in Melbourne offers promising contacts for American firms

MISCELLANEOUS—Flexi-Van containers earn 'E' for N.Y. Central 12
Mississippi Trade Mission sees good markets in South America 14
TRADE FAIRS, CENTERS—London readies electronics show this fall 15
WORLDWIDE BUSINESS OUTLOOK—Costa Rica marking time in economy 19
Ireland's trade with U.S. rose in '66 despite sluggish economy 21
U.S. GOV'T ACTIONS—Joint study on desalting made with Greeks 24
FOREIGN GOV'T ACTIONS—Argentines act on sugar surplus 25
INVESTMENT OPPORTUNITIES—Chile tool plant among AID offerings 26
Luxembourg, Britain, Switzerland, Germany seek U.S. licensees 27
WORLD TRADE OPPORTUNITIES—Twelve pages of trading proposals 29
BOOKS AND REPORTS—Four studies of immediate or background use 40



EXAMPLES OF SOME CURRENT REPORTS which the U.S. businessman interested in international commodity information soon will be able to purchase.

BEGINNING NEXT MONTH

More market data ready

New service makes international commodity information more widely available

Hundreds of current dispatches of international marketing information received by the Commerce Department from around the world will be available for purchase by the U.S. business community, beginning in April.

The reports are prepared by the 280 U.S. foreign service posts in about 130 countries—the most extensive international economic and commercial reporting network in the world.

The information, reported by country, covers a broad spectrum in two main categories—economic conditions and commodity information. The documents have been available on loan to the U.S. business community for more than 10 years and on a less formal basis for more than three-quarters of a century.

Last May, the economic category of the reports was put on sale. The response to this sales service presages an immediate and equally strong demand for the commodity information.

The dispatches are the foundation of the entire international marketing information service maintained by the Department's Bureau of International Commerce. They report on broad economic trends and on specific commercial, industrial and financial developments that affect world trade.

Commodity-oriented reports frequently deal with such subjects as new developments in the industry, production levels, demand analysis, changing trade patterns, or consumer preferences. Others report on the climate for trade and investment including import regulations, tariff changes, exchange requirements, the repatriation of funds and interest rates.

Since 1880 much of the current information from them has been analyzed and reported to the American business community through this magazine and its predecessors. Broader economic information, less subject to change, also has been reported to the international trading community through the present Overseas Business Reports, the preceeding World Trade Information Service and earlier publications.

The reports have grown in volume from an occasional dispatch in long-hand that came by sailing ship to more than 500 a month delivered by air mail and radio. The reports have always been available to businessmen who knew about them and requested them, but the formal loan service was not established until the middle 50's. This service was necessarily somewhat restrictive, however, because the small number of available copies of any individual report limited the length of time the businessman might keep it and resulted in a waiting list for documents in great demand. The establishment of a sales service makes all reports equally available to all members of the American international trading community.

The Bureau of International Commerce will continue to analyze and report on the contents of the dispatches in INTERNATIONAL COMMERCE, Overseas Business Reports and other specialized publications as it has in the past, for the benefit of traders who do not feel they need the more immediate and complete detail.

The Commerce Department's Clearinghouse for Federal Scientific and Technical Information in Springfield, Va., will reproduce and sell the individual reports for $1.50 each.

The reports will be listed from time to time in INTERNATIONAL COMMERCE, as they become available. The first will be ready for sale about April 10.

Almost any U.S. supplier is certain to find some subjects of interest in the reports. The titles will range from Afghanistan to Zambia by country, and will be equally broad in their commodity coverage. For example, among those soon to be placed on sale are the following titles:

From London, **U.K. steel industry may renew plea for U.S. coal imports;** from Kobe-Osaka, **Cotton textile industry revival and long-range reform problems;** from Lima, **Livestock and meat annual report;** from Ouagadougou, **Industrialization in Upper Volta, present and planned;** from Bonn, **Market data on plastic pipes for the Federal Republic of Germany;** from Rio de Janeiro, **Prefeitura de Sao Paulo signed protocol with German consortium for Sao Paulo metro;** from Moscow, **Oilseeds production and pro-**

curement and production of vegetable oils; from Canberra, **Wool situation, quarterly report;** from Cebu, **Copper deposits in Leyte.**

What they say

If a U.S. businessman orders the recent commodity report from Ottawa entitled, **Free trade in livestock products,** he will read that "The removal of tariffs upon livestock products between United States and Canada was suggested at annual meeting of the Meat Packers Council of Canada by T. C. Kerr, staff economist, Agricultural Economics Research Council of Canada."

A 28-page-dispatch from Mexico entitled, **Air Transport Facilities—Mexican Government Airport Improvement Program, 1966-70,** reports that "The Directorate General of Civil Aeronautics, Secretariat of Communications and Transport, has made available to the Embassy details on the Mexican Government's program to improve Mexico's network of airports. It is estimated that the program will cost 600 million pesos (U.S. $48 million) and that it will be completed by 1970." A detailed breakdown of the airport improvement program is included.

A report from The Hague entitled, **Rapid growth of U.S.-Dutch trade,** noted signs of a revival of interest on the part of American enterprises to set up establishments in the Netherlands.

A message from London includes a report from the *Financial Times* that International Computers and Tabulators have signed a contract to sell an £800,000 (about $2,240,000) computer system to the Carl Zeiss organization in Jena, East Germany. The sale was described as the largest computing system ever exported from the U.K. to any destination.

Reports on economic trends available

Economic Trends, a new series of reports being issued by selected U.S. Embassies around the world, may be ordered, at $1.50 each, from the Clearinghouse for Federal Scientific and Technical Information, Springfield, Va. 22151 (see International Commerce, Mar. 13.

Checks should be made payable to CFSTI, not to the Commerce Department as stated in the Mar. 13 issue. Firms which have a Clearinghouse deposit account number may charge to their accounts (not to a GPO account).

NORFOLK (VA.) INTERNATIONAL TERMINAL'S proposed 6-berth facility is shown in this artist's depiction. Construction has begun on the $16 million 3-berth container terminal, which will include: consolidation shed served by rail and truck; administration building; new spur railroad track; roadways and facilities for unloading containers from rail cars. The existing first berth, shown below the finger piers on the left, is undergoing reconstruction and is expected to open in September, 1967.

AID official cites need for new private investment, initiative

Cameroon is latest African nation to get investment risk insurance

Herbert Salzman of the Agency for International Development this month told the International Trade Club of Chicago that private investment and initiative are vital to successful economic assistance programs.

Salzman, an Assistant Administrator of AID, heads the agency's new Office of Private Resources. He explained that AID has long made extensive use of non-government resources, but a stronger policy now calls for more involvement of business firms, voluntary agencies, cooperatives, community groups, universities, and foundations.

The role of private enterprise is particularly important in agriculture, Salzman said, and his office "will be working closely with AID's new War on Hunger Office to promote investment in agri-business."

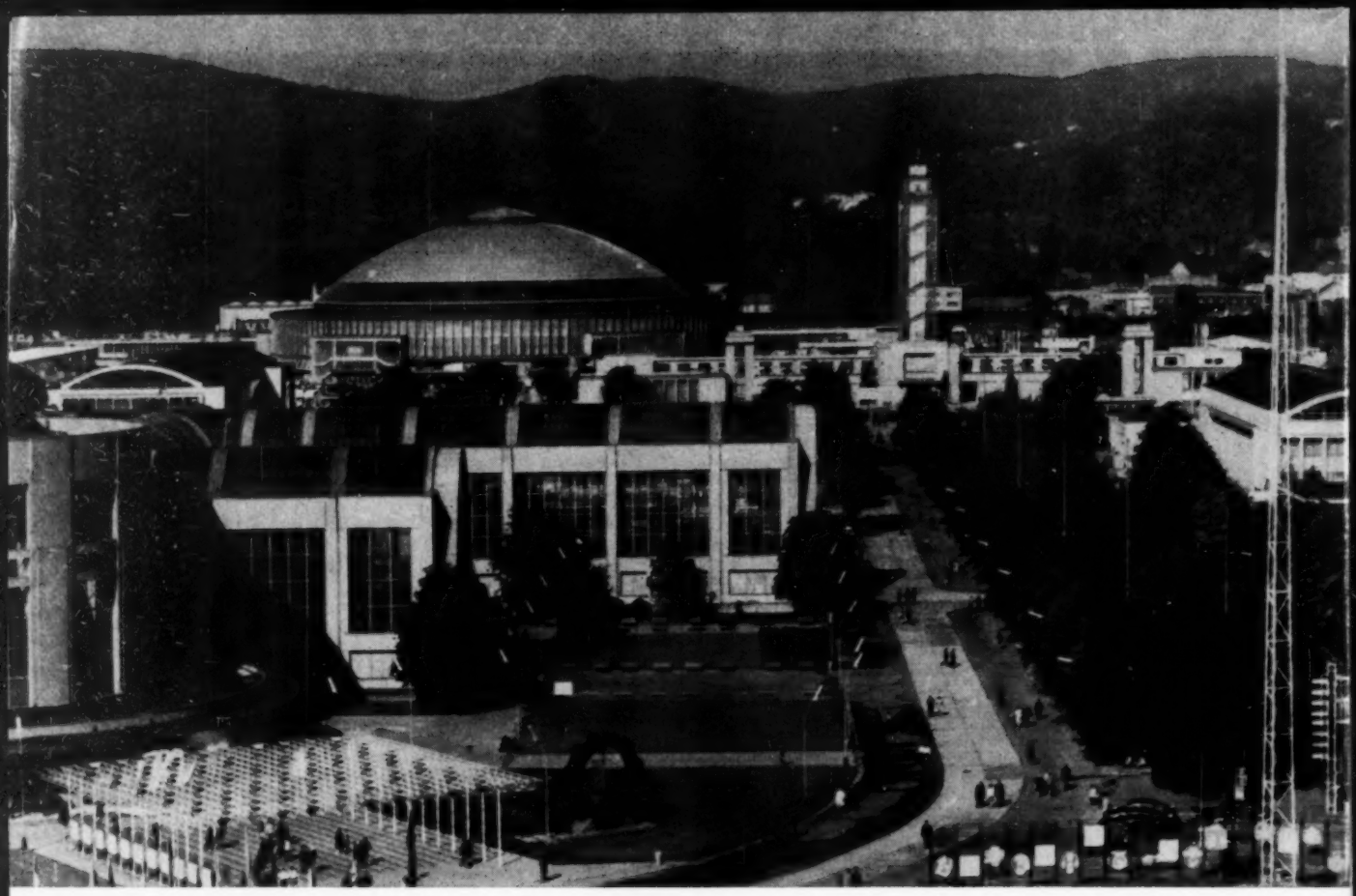
"Fertilizer production must be doubled and trebled and private enterprise must work on the agricultural output side in marketing, storage and distribution as well," he emphasized.

Concerning existing programs to encourage U.S. private investment in the developing countries, the AID official said his office expects to write $1 billion worth of political risk insurance this year. He compared this with the $750 million in coverage written during 1966. Total coverage outstanding under this program has grown from $535 million in 1961 to $3.1 billion in 1966, Salzman noted.

Under a separate program of extended or "all risk" guarantees AID now has $55 million in coverage outstanding, up from $14 million a year ago, he reported. AID expects to authorize an additional $100 million in "all risk" guarantees this year, he said.

Meanwhile the Republic of Cameroon became the 31st African country in which private U.S. investments can be insured by the Agency for International Development.

U.S. investors interested in obtaining this insurance may **write:** Investment Guaranties Division, AID, Washington, D.C. 20523.



AT BRNO INTERNATIONAL TRADE FAIR, held each fall on fairgrounds shown above, a million visitors come from all of Europe. Some U.S. firms participate.

OCTOBER MISSION

To visit Czechoslovakia

Group will try to increase U.S. share of Czech market for industrial goods

A U.S. Industrial Equipment Trade Mission will be heading for the Czechoslovak Socialist Republic next fall.

The first to be scheduled by the Department of Commerce for Czechoslovakia, the mission is expected to visit that country Oct. 4-25.

Czechoslovakia recently has introduced measures to reform its economy. These planned reforms include a lessening of the centrally administered controls of the economy, the beginning of a profit incentive, and consideration of demand and supply factors in areas of production and price. There is also a greater awareness of the need for more trade with the West. A major goal is to revitalize and modernize the industrial sector, long recognized to be potentially one of the most efficient in Europe.

Since the end of World War II, there has been little unemployment in Czechoslovakia. While 75% of its $5.5 billion foreign trade is with other Communist countries, recent years also have witnessed a drive for increased trade with non-Communist nations. In 1966, without an intensive promotion program on the part of the United States, some $37.3 million worth of U.S. goods were sold to the Czechoslovak Republic, and the equivalent of $27.7 million worth of Czech goods were purchased by U.S. buyers.

Operations of the Mission will tend to increase the U.S. percentage of this growing market by familiarizing, and stimulating the interest of, the Foreign Trade Corporations and the ultimate end-users with American sources for the latest industrial machinery, both basic and sophisticated; and by dramatizing the interest of the United States in widening the exchange of non-strategic goods between the two countries.

The composition of the Mission has been determined after personal consultation with officials of the U.S. Embassy in Prague and with officials of the Government of Czechoslovakia. The group is to be composed of highly qualified members from the following areas of specialization:

Food processing and packaging ma-

chinery: For this specialty, the member should have a wide knowledge of U.S. sources for, and competitive advantages of, a variety of food processing machinery and equipment and advanced packaging machinery.

Machinery for the chemical, petrochemical and plastics industries: A member is required with a knowledge of machinery and equipment needed for manufacture of chemicals and plastics. He should have a background that includes basic familiarity with plant construction and production methods in these industries.

Specialized machine tools and metalworking machinery: Interested businessmen should have a broad background in the machine tool and metalworking industries, both simple and sophisticated. A wide knowledge of U.S. sources of supply is required.

Advanced agricultural machinery: This specialty calls for experience in the manufacture of and/or the distribution of the widest possible range of advanced agricultural machinery. Also some knowledge of integrated processing operations such as poultry, hog, and dairy plants is required.

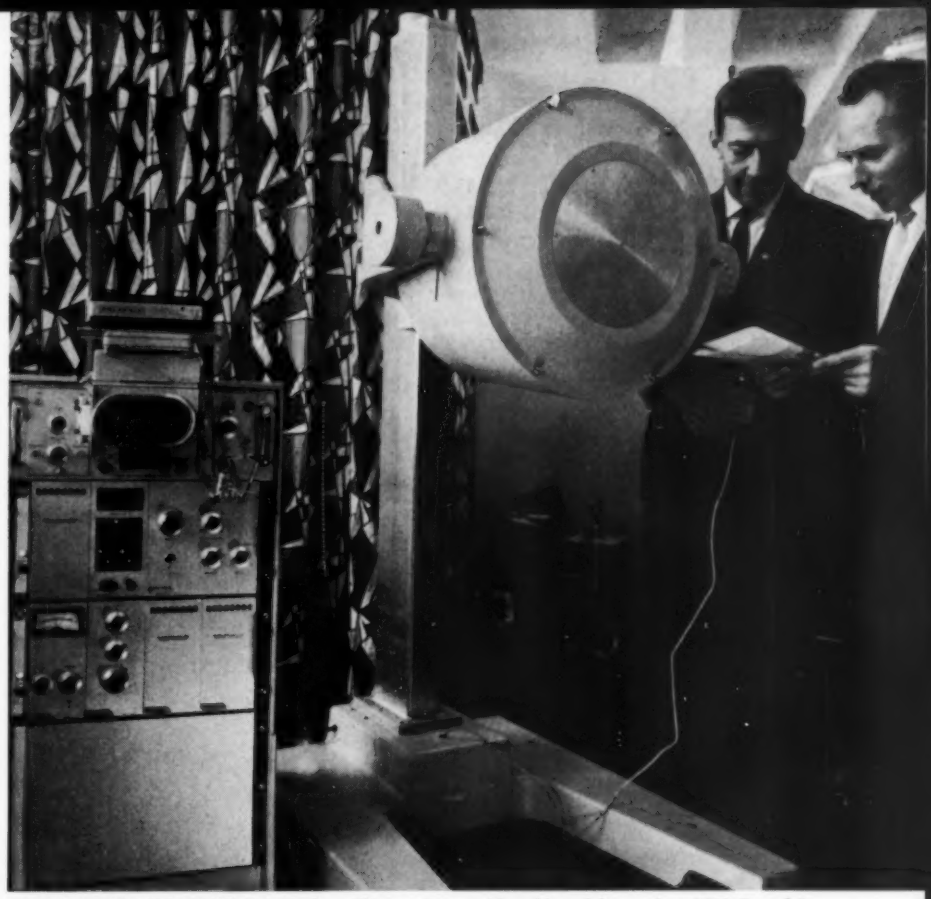
Building and construction equipment: Expertise in industrial construction, landclearance and roadbuilding machinery (including some knowledge of allweather street cleaning equipment) is needed.

Before departure for their service abroad, the Mission members will be briefed on the U.S. export control and licensing laws and regulations, and the political and economic trends of Czechoslovakia.

Businessmen who feel that they qualify for one of these specialty fields and wish to volunteer their services are invited to make known their availability. **Write:** Bureau of International Commerce, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230, or to any of the 42 Commerce Department Field Offices.

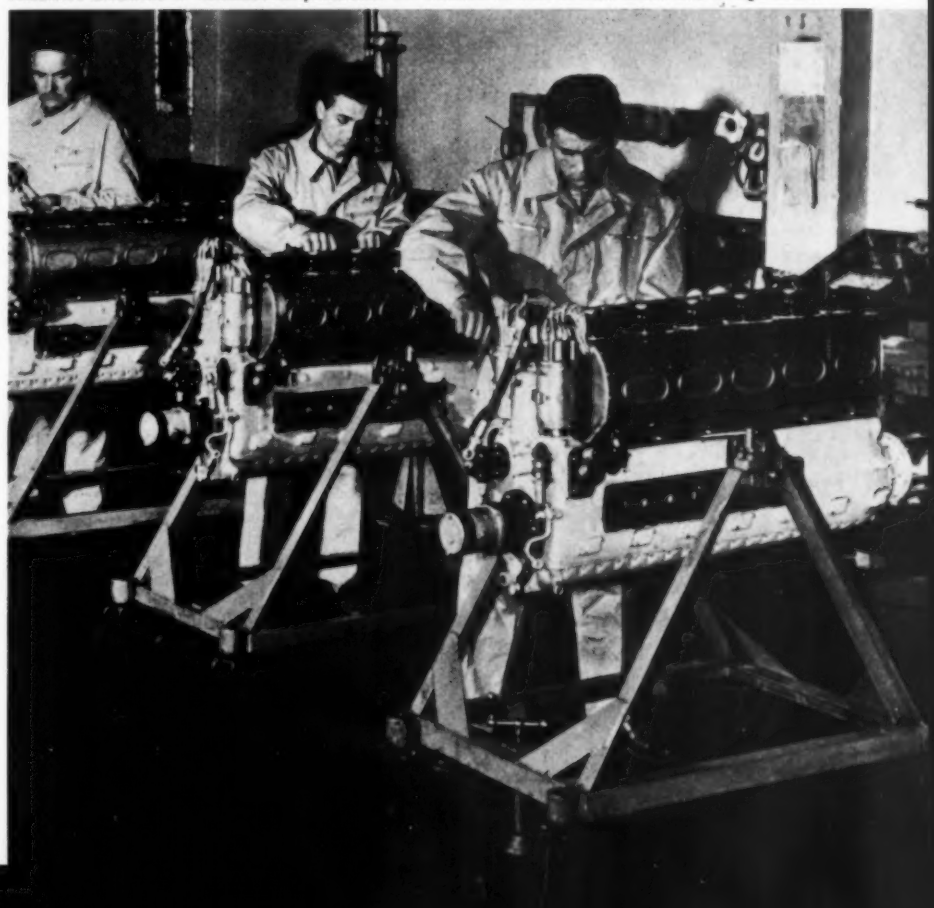
Schedule, itinerary

Mission members will attend the International Trade Fair at Plovdiv, Bulgaria, Oct. 1-3, and arrive in Prague on Oct. 4. It is anticipated that the Mission members' tour of duty will end Oct. 25. Subject to slight changes, the Mission will have offices in Prague, Brno, Bratislava and Pilsen, and with the cooperation of the Czechoslovak Government, will be afforded an opportunity to visit various plants and industrial sites in other cities of Czechoslovakia.



CZECHS HONOR U.S. COMPANY, Nuclear Chicago Corp., with gold medal award at 1965 Brno fair.

AIRCRAFT ENGINES of Czechoslovak production are installed in craft of both Czech and foreign make.



U.S. firms invited to submit proposals for Czech trade

Offers must be in Washington Aug. 1 for promotion by Mission

U.S. firms interested in doing business in Czechoslovakia in the field of industrial machinery are invited to submit their proposals to the Director of the U.S. Industrial Equipment Machinery Trade Mission to Czechoslovakia, BIC 916, U.S. Department of Commerce, Washington, D.C. 20230.

Proposals should be received in Washington by Aug. 1. They may include offers to export or import, and licensing proposals, in the areas of specialization listed in the preceding article. Direct foreign investments are not permitted in Czechoslovakia.

These proposals will be printed in Czechoslovak in summary form, without identification or address, in booklets which will be distributed in the country before the Mission's arrival. Identification will be revealed only to the appropriate Czechosolvak official after he has consulted with a Mission member. U.S. firms will be provided with the names of those Czechoslovak Foreign Trade Corporations and individuals expressing definite interest in the proposals, so that follow-up action may be taken.

How to submit an offer

To submit a business proposal, firms are requested to answer the questions below and send two copies of each specific proposal to the Director of the U.S. Industrial Equipment Trade Mission to Czechoslovakia, BIC 916, U.S. Department of Commerce, Washington, D.C. 20230.

Please respond, on company letterhead, to these queries:

- What product or service do you wish to sell or offer?
- Are you interested in licensing to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?

More data requested

Each proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets. Data on the size and scope of your firm, catalogs and pricelists are appropriate.

If you are representing several firms, submit a separate business proposal for each client, with each specified by name and contract.

If your firm offers a variety of products, summarize them by commodity groups and submit a separate proposal for each grouping. A summary in 35 words or less of each proposal must be submitted for inclusion in the booklet to be distributed in Czechoslovakia before the Trade Mission's arrival.

Business proposals must also be accompanied by one of the following: Department of Commerce Form 1A57, Registration of U.S. Firms interested in International Trade or Investment (which may be obtained from your local Department of Commerce Field Office); a current mercantile agency report; or a current bank report.

PART OF ASSEMBLY LINE in operation at the Skoda automobile plant, Mlada Boleslav, Czechoslovakia.

Several business groups to spur U.S. trade in USSR in May

Two business missions, U.S. participation in Soviet food packaging exhibition scheduled during the month

May will be a busy time in the Soviet Union for U.S. business contacts.

Two trade missions, a U.S. exhibit at the international food processing and packaging equipment show, and Pan American Airways' inaugural flight to Moscow will be among the month's highlights.

Sponsoring the first industry-organized trade mission to the USSR ever to be approved by the U.S. Government, the Minneapolis Chamber of Commerce will send a group of Minnesota businessmen to the Soviet Union and several other Eastern European countries to look for markets.

Following soon after the Minneapolis group, the California Council for International Trade and California World Trade Center Authority are sending an agriculture and food processing equipment mission to visit several Soviet cities, including Moscow and its international exhibition INPRODMASH-67.

About 18 U.S. firms will be displaying their food processing, packaging, and distribution equipment at INPRODMASH, in which 21 countries are participating March 16-29. The U.S. Information Agency is managing the U.S. exhibit (see INTERNATIONAL COMMERCE, Nov. 28, 1966, p. 16, and Jan. 9, 1967, p. 69).

May Day departure

The Minneapolis trade mission expects to depart May 1—tentatively, aboard the Pan Am inaugural flight to Moscow—after meeting in Washington on April 28 for a briefing by Commerce officials. The group will spend a week in the Soviet capital, and several days each in Warsaw, Bucharest, and Belgrade, returning to New York on May 22.

J. Patrick Kittler, an attorney with Kittler & Hedelson of Minneapolis, will direct the mission. Orin T. Hanson, manager of the Agriculture and World Trade Department of the Minneapolis Chamber of Commerce, will accompany Jack Smith, Jr., of the U.S. Department of Commerce Trade Missions Division, to Moscow early next month to complete arrangements.

Other firms to be represented on the mission, and their areas of interest, are: Acrometal Products, Inc., wire enameling machinery; American National Bank & Trust Co., banking; Dave Fischbein Co., bag-closing equipment; Deere & Co., general farm equipment; Donaldson Co., Inc., air cleaners, silencing equipment; Farmhand, Inc., specialized farm equipment; Gray Co., industrial pumping systems; Honeywell, Inc., industrial process and air-conditioning controls, business and process control computers; E. J. Longyear Co., mineral exploration equipment; Pioneer Engineering Division, Poor & Co., portable and stationary rock crushing, screening and washing plants; Sico, Inc., hotel and school supplies and equipment; and Wellens & Co., soybean meal, meat meal, feather meal, dried whey, edible soy flour and grits.

Mid-May activity

On May 12, after briefings in Washington, agriculture/business leaders from California will fly to the Soviet Union seeking markets for their State's farm products and packaging and processing equipment. While in Moscow, the Golden State mission will view the farm-to-table displays comprising the international exhibition of machinery on the fairgrounds of Sokolniki Park. The businessmen, to be in the USSR throughout the month, will visit Kiev, Kishinev, Krasnador, and Kharkov. This mission, too, has U.S. Government approval.

Among the companies to be represented in the group are Elliott Manufacturing Co., Fresno (fresh and dried fruit processing plants, pitters, seeders and macerators); Blackwelder Manufacturing Co., Rio Vista (automatic beet, tomato and cucumber harvesters); Security Seed Co., San Joaquin; California Almond Growers Association, Sacramento; Diamond Walnut Growers Association, Stockton.

Several other missions from the United States—both industry-sponsored and Government-organized—have operated in Yugoslavia, Poland, Hungary, Rumania, and Bulgaria within the past two years.

San Diego Seminar sponsors see repeat

Response to San Diego's Foreign Trade Seminar, with 44 registrants attending the seven evening sessions, indicates a probable repeat, the seminar's sponsors have announced.

Herbert Kunzel, president of Solar Division of International Harvester, will speak at the windup dinner Mar. 28, at which certificates will be awarded by San Diego State College to those completing the course.

The seminar was designed to give an introduction to foreign trade and practical instruction in organization, trade techniques, finance and insurance. One evening was devoted to the special considerations involved in doing business with Mexico. Sponsors were the World Trade Committee of the San Diego Chamber of Commerce and San Diego colleges and universities, in cooperation with the Southern California Regional Export Expansion Council. Resources of the School of Business Administration at San Diego State College were used for presentations.

$100 million loan to Brazil will aid private business

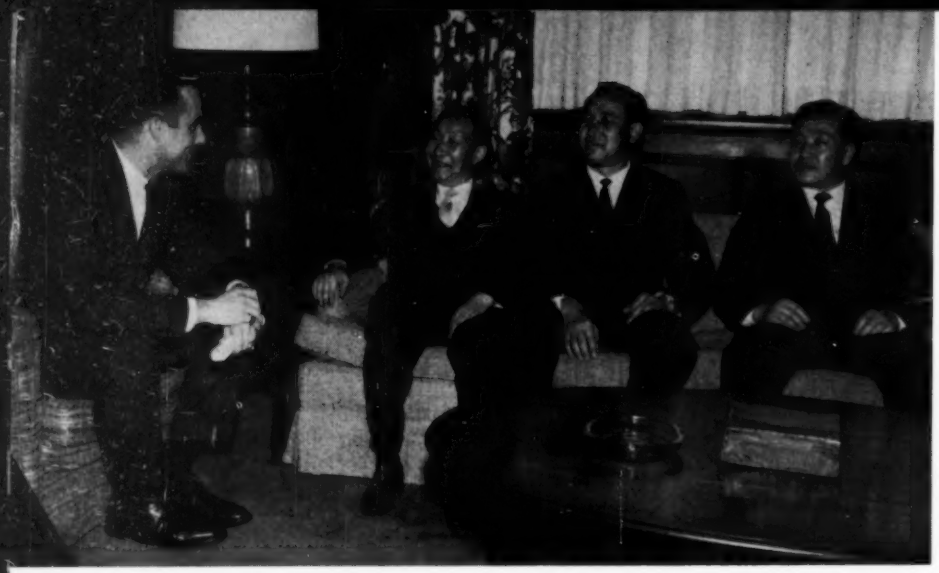
The Governments of Brazil and the United States have signed a program loan of $100 million as part of the continuing participation by the two countries in the Alliance for Progress, designed to assist development and stabilization programs in Brazil.

This loan made by the Agency for International Development of the United States is the first of several loans and programs planned for Brazil this year.

The $100 million will be used by the Government of Brazil to support the expansion and modernization of the economy through essential imports of machinery, equipment, and raw materials. The great bulk of these imports are utilized by the Brazilian private sector.

The sale of essential imports generates non-inflationary cruzeiros, known as counterpart, for mutually agreed development projects. The bulk of this counterpart will be channeled to private industry and agriculture through institutions such as FINAME, FUNDECE, CREAI, and the National Bank of Cooperatives.

Other important intended uses include labor scholarships, community schools, and transportation.



KOREAN LEADERS IN WASHINGTON: the Korean Minister of Commerce and Industry, Chung Hun Park (second from left), discusses with Acting Secretary of Commerce Alexander B. Trowbridge means of expanding trade and investment between their two countries. Minister Sangjin Chyun of the Korean Embassy (second from right) and Joon Sok Hahn, secretary to the President for Economic Affairs, look on.

Koreans say: join economic 'takeoff' now

Nation's Commerce Minister invites participation from U.S.

Korea is at the "takeoff stage" economically, and U.S. businessmen and investors are invited to take part in the takeoff.

Such was the message of the Republic of Korea's Minister of Commerce and Industry to a group in New York City recently.

Minister Chung Hun Park had traveled across the United States as the head of a Korean Economic Mission, prior to joining Prime Minister Il Kwon Chung in his March visit to Washington.

First five-year plan over

The Commerce Minister cited the economic progress which Korea has made under its first five-year economic development plan covering 1962-66. Korea's exports have grown by an average of 44% per year, and the country's Gross National Product has increased, in real terms, by 8.5% annually. Last year alone the economy expanded by 11.9%.

"The basis for our prosperity," the Minister said, "rooted in the first place in the generous help of our friends and allies, is the industry of our people, one of the highest rates of literacy in the world, abundant human resources, a determination on the part of all Koreans to move aggressively in this latter half of the Twentieth Century, to maintain our defenses although they today cost us 30% of our national budget."

After noting both the military and technical assistance which Korea is providing in Viet-Nam, Minister Park declared: "We could not be more proud of our emergence—in a few short years—as a nation able to assist others as we have been assisted, while at the same time moving from a country which shortly no longer will ask aid, but which today seeks a dynamic trading partnership with our former benefactors. I, of course, refer to you, our cherished American friends."

Industrializing rapidly

The following passages from the Minister's address reflect Korea's desire for American business to expand its participation in Korea's continuing economic progress:

"From liberation a short few years ago, Korea has emerged—perhaps too quietly—as a new nation on the move; a politically stable republic whose economic growth and potential make it today a golden opportunity for the internationally-minded businessman.

"Korea today is a shining example of the success of your country's foreign policy.

"Who, as recently as five years ago, would have dared dream that in this short period Korea would have emerged from the misery and devastation of war to take its place today as a rapidly industrializing nation, offering investment opportunities as good as any in the world—and ready to challenge its Asian neighbors in the world market place.

"As we mount this challenge in your classic American phrase with 'vim, vigor and vitality' which would surprise many of you, we invite your attention as businessmen to the new opportunities which we offer you for sound, safe investment; to the products of our factories which today compare to any in the world, yes, and to tell you that the time has come to look at us, if you are not doing so already, as an interesting market for your goods.

"That, in fact, is the purpose of our mission to your country and it will be the purpose of the Ball Mission of 27 U.S. businessmen and financial leaders.

Restrictions gone

"Our first Five Year Plan for economic development, which began in 1962, has been successfully completed. It paved the way for rapid and continuous economic growth in the future. The second Five Year Plan, which started this year, and which places primary emphasis on industrialization and export expansion, is well launched. With it we have eliminated trade restrictions, particularly for American investments. Our currency is hard, our prices are stable, and our foreign exchange account is adequate to insure convertibility . . .

"I might add parenthetically that as I have traveled East across your country in the last few days, I have been asked repeatedly by knowledgeable businessmen why it is that American exports to Korea in the face of our economic upsurge have been steadily decreasing, while Japanese exports to Korea have been increasing. To each questioner I have replied, 'You tell me.'

"The answer obviously is that Japanese businessmen have been more alert to the business opportunities in Korea than have their American counterparts . . ."

U.S. businessmen invited

In his concluding remarks, Minister Park emphasized the favorable climate for business, and added: "to the American businessman we today hold out the hand of friendship and co-operation. We ask you to come to see for yourself and we ask you to participate in our dynamic growth. Doing business with Korea today

is good business, and we are ready to prove it to you.

"Don't take our word for this. Take the word of some of your own most competent planners. In Columbus, Ohio, the other day an American economic planner whose credentials would be recognized and certified anywhere in the American business community, reviewed some of our own projections. We project, for instance, electronic production by 1971 of $100,000,000 a year. The American planner advised us on the basis of his own survey in Korea that we are wrong. He contends our electronic output will double our projection.

"That is the way Korea is moving today. Mr. Walt Rostow, sizing up the vitality of our economy, said that we have reached the 'take-off stage.' The American businessman and the American investor are invited to take off with us."

Ball led U.S. mission to Korea this month

Business, finance leaders accompanied him on visit

Twenty-seven U.S. business and financial leaders visited Korea March 18-24 to stimulate American private investment and to promote increased U.S.-Korean trade.

The mission, which had been announced by President Johnson, was the result of an agreement in Seoul last November between President Johnson and President Chung Hee Park for an exchange between the two nations to discuss these aims. The two Presidents had noted that the stability and progress of the Korean economy made these objectives possible.

At the request of the White House, George W. Ball, former Under Secretary of State and now Chairman of Lehman International, organized and led this U.S. Private Investment and Trade Exploratory Mission to Korea. Tristan E. Beplat, Senior Vice President of Manufacturers Hanover Trust Company, was deputy leader of the mission. Members traveled at their own expense.

Among those accompanying the mission were Mark C. Feer, Deputy Assistant Secretary of Commerce for Financial Policy; and Halsey L. Beemer, Agency for International Development.

Commerce leaders of U.S. and Korea to meet yearly

Agreement announced during Prime Minister's Washington visit

President Johnson and the Prime Minister of the Republic of Korea, Il Kwan Chung, have agreed that the Korean Minister of Commerce and Industry and the U.S. Secretary of Commerce will meet annually for the purpose of expanding trade between their two countries and to promote American private investment in Korea.

The agreement was reflected in a joint statement issued during the Prime Minister's visit to Washington March 14-15.

Excerpts from the statement which relate to economic and commercial matters, are as follows:

"Prime Minister Chung reviewed his government's economic objective, as set forth in its Second Five Year Economic Development Plan. President Johnson expressed the admiration of the American people for the striking progress made by the Korean Government and people during recent years in increasing gross national product, industrial output, agricultural production, exports, and domestic revenues.

Reaffirms support

"President Johnson reaffirmed to Prime Minister Chung his previous assurances that the United States would continue to support the economic growth of the Republic of Korea, and in particular, to assist in the achievement of the goals of the second Five Year Plan. Further development loans will constitute one form of such support. He noted also that a consultative group of friendly governments, including the United States, and international lending institutions has been formed to coordinate the provision of development funds to the Republic of Korea.

"Prime Minister Chung expressed gratification over the imminent visit of the private trade and investment mission to Korea under the leadership of Mr. George W. Ball. He assured President Johnson that the trade mission would be warmly welcomed in Korea, in keeping with the desire of both governments to expand trade between the two nations and to promote American private investment in Korea.

"President Johnson reaffirmed the United States Government interest in furthering the growth of trade between the Republic of Korea and the United States and stressed the importance of periodic meetings between appropriate United States officials and their Korean counterparts. It was agreed that the Minister of Commerce and Industry and the Secretary of Commerce meet annually for this purpose. He also assured the Prime Minister that the United States would cooperate with the Republic of Korea to bring promptly to the attention of American private business interests the opportunities and possibilities for investment in Korea, both through commercial loans and joint business ventures."

U.S. firm to study Malaysian fertilizer plant possibilities

Pan American Resources Inc. of Beverly Hills, Calif., will determine the feasibility of establishing a plant in Kuala Lumpur, capital of Malaysia, to convert trash into charcoal and fertilizer.

Results of the proposed plant investment, as seen now, would bring about improved sanitation in the Malaysian capital, locally available bacteria-free and pasteurized organic compost (fertilizer and soil conditioner) at a selling price substantially below import costs, a new source of charcoal which is a principal heating and cooking fuel in Malaysia, elimination of almost all objectionable odors connected with current bulk disposal of city garbage, and improvement of Malaysia's balance of payments situation.

A new company called Malaysian Organic Fertilizer Corporation Berhad would be formed in Kuala Lumpur with participation by Pan American Resources, local interests, and another U.S. associate.

Cost of the investment survey is estimated at $46,261, of which the Agency for International Development is underwriting half, or $23,130. Under such survey agreements, the investor pays total survey costs if the study leads to a decision to invest. If the decision is against investing, AID pays one-half of the cost but gains possession of the study report for use in interesting other potential investors.

FLORIDA'S PLACE IN WORLD TRADE was described by speakers C. William Beaufort, Nelson C. White and W. J. Turbeville at conference in Tampa.

FLORIDA EXPORTERS MEET

Trade horizons expand

Speakers discuss varied aspects of Sunshine State's role in world trade

By ARTHUR McDERMOTT
Office of Publications & Information, DIB

"The Kennedy Round negotiations are much like a sweater; concessions to one nation often hurt others, so while you're knitting it in one place it's unraveling in another."

This is how Acting Assistant Secretary of Commerce for Domestic and International Business Lawrence C. McQuade described the crucial tariff-cutting talks to the Sixth Florida World Trade Conference.

"Every nation assures us that they want to make real progress, but the multilateral nature of the negotiations is the big stumbling block," McQuade told the Tampa meeting. "The key to the whole thing is achieving an overall balance, whereby all nations benefit equally."

He also said that commodity agreements, through which developing countries hope to avoid wide swings in world prices of primary commodities which are their chief source of export earnings, amount to discrimination in favor of the developing nations. "While we don't necessarily like the idea, we're taking a careful look at it."

Tax incentives for exporters could also provide a big spur to U.S. business, according to McQuade, but they could create several problems. "The lost revenue would have to be made up, and this would add to other taxpayers' burdens; it would also constitute a windfall benefit to people who are already in exporting; and finally, our treaty obligations under the GATT prohibit the kind of incentives the U.S. would have to offer. On the horizon this idea may have some future, but not, I think, this year."

Gerald O'Brien of the National Council of American Importers reminded the export-oriented conference that world trade is a two-way street. "It is a simple fact that unless other countries can earn American dollars through their exports, they will not be able to buy from us, and American exports will not increase unless we give them away.

Pointing out that U.S. import barriers provoke foreign retaliation against U.S. exports, he said that exporters have a definite stake in the future of American imports, and should join in fighting any obstacles to world trade, domestic or foreign.

Dependent on imports

"The United States depends on imports for all or part of about 30 minerals which are vital to our industries. We import all or nearly all our industrial diamonds, quartz crystals, and tin, and at least 90% of our platinum metal, asbestos, manganese ore, nickel, cobalt, bauxite and chrome.

"Some of the services essential to our way of life depend heavily on imports. In the field of communications, for instance, we need about 48 imported materials from at least 18 countries to make a telephone.

"There is another angle regarding imports that needs to be clarified. People generally think that all imports are produced by foreigners. Until recently this was true, but now we have a large volume of imports which were made by American-owned companies abroad. Are these goods imports in the conventional meaning of the word? Are they produced by foreigners, as we define the word in today's world?

"The time may have come when statistics will have to be further refined so that we can deal in *facts* rather than cliches and concepts which no longer describe the economics of world trade."

Takeshi Maruo, Executive director of the Japan Trade Center in New York, told the conferees that too much emphasis is placed on the economic side of foreign trade. "The financial part of trade is like the visible part of the iceberg; whereas the non-financial aspects are much more far-reaching.

"For instance, in Japan, a nation with television sets in 90% of its homes, commercial television programs such as Bonanza, Father Knows Best, The Defenders, Ben Casey and Mr. Novak (all speaking perfect Japanese) are helping the Japanese people realize that Americans share the same basic problems of daily life that occur in Japan."

Chicken plucker

A "little ole North Carolina chicken plucker" emphasized that exports were, after all, the conference's chief order of business. "I'm amazed at all of the big companies which ought to be exporting but aren't, or the others that have appointed export managers who don't know as much as I did when we started looking into exports a few years ago,

which is practically nothing," said Anthony Brannock, export manager for Watson Seafood & Poultry, of Raleigh, N.C.

"Many companies keep putting off the decision to start exporting; someday they're going to get around to it, only to find out that their market has disappeared. You've got to go out and get the business. I've been in every continent except Australia, and I've been in the office of every single customer we have overseas."

Echoing the call for vigor in exporting, C. William Beaufort, Chairman of the Florida Development Commission, urged exporters to look on the rest of the world as a primary market, not as a surplus dumping ground for excess production. Florida's exports have been increasing 50% faster than the national average in recent years, according to Beaufort.

G. J. Fearon, vice president of the Brunswick Corporation's international division, cited case histories to prove that there is a place for small companies in foreign trade, even for products which aren't doing well at home.

A small U.S. firm found a European licensee to produce its patented 'no bounce' hammer, even though the parent firm was having trouble in penetrating the domestic market. Within a short time overseas sales outnumbered domestic volume by five to one, according to Fearon.

Another product which was having difficulty in winning acceptance in the U.S. market was a Harley Davidson compressor. A Philippine manufacturer was licensed, who adapted the compressor to the making of air conditioning equipment with such success that he is now exporting it to other areas of the Far East.

Rotterdam Port Director J. M. C. Hagenaar said that Rotterdam's excellence as a distribution center has led some firms on the U.S. West Coast to ship goods bound for Southeast Asia through Rotterdam. Why is Rotterdam so good? Hagenaar says that one reason is the lack of red tape. "Much port business is conducted on oral agreements. Factories costing millions of dollars have been built before the formal contract for them was ever signed. Our system is based to a significant degree on trust."

Phosphate's role

Phosphates will continue to hold an eminent place in the world food market, in the view of Nelson C. White, president of International Minerals and Chemical Corp. of Skokie, Illinois. Florida produces 30% of the world's phosphate, and huge amounts are exported through the Port of Tampa.

Governments in developing lands are learning that capital investment from abroad brings with it experienced technicians who see to it that the investment is used wisely and that local technicians are trained to take over. U.S. industry is learning that patience and understanding pave the roads to progress in developing countries, said White.

"And it's about time," he said. "The investment needs are great. An estimated $11 billion will have to be invested in fertilizer production facilities around the world in the next 13 years if man is to be even reasonably well-fed. This is only a fraction of the total agri-business investment needed.

W. J. Turbeville, general manager of Continental Oil Company's plant foods division, warned Floridians not to take their pre-eminence in the phosphate field for granted. "Over 80 countries have deposits, and more areas are being brought into production each year."

Cautioning the conferees against trying to save money by not using a freight forwarder's services, F. R. Harlacher of D. C. Andrews & Co. of New York said that "one customs fine for incorrectly prepared documents can more than offset any saving in the freight forwarder's rate."

FOREIGN INTEREST IN FLORIDA was reflected in this exhibit sponsored by the Government of Curacao at the Florida World Trade Conference.

NON-FINANCIAL ASPECTS of international trade are much more far-reaching than the financial side, according to Takeshi Maruo, executive director of the Japan Trade Center in New York City.

"I'M AMAZED at all of the big companies that ought to be exporting, but aren't," said Anthony Brannock, export manager for the Watson Seafood & Poultry Company of Raleigh, N.C.

THE ADVANTAGES OF USING a foreign freight forwarder were outlined by F. R. Harlacher of D. C. Andrews & Co. "One customs fine can offset any savings made by not using a forwarder."

NEW YORK CENTRAL FLEXI-VAN in Paris is an example of the system's through-container service. At right, Sec'y of Transportation Alan S. Boyd (l.) presents the "E" award for export service to Alfred E. Perlman, president of the New York Central, at a recent Washington, D.C. ceremony.

Flexi-Van containers win 'E' for New York Central System

Through-container service ships over road, rail and sea; quadruples Eastern carrier's export traffic in three years

A service that enables American exporters to ship their products abroad, intact and undisturbed, in sealed containers, from inland origins in the United States to inland destinations overseas, has quadrupled export traffic for a U.S. railroad.

The New York Central System has received the Presidential "E" award for export service for its promotion of U.S. overseas sales by through-container transportation.

The Central decided in 1962 to expand its successful domestic Flexi-Van container operation to handle export traffic, becoming the first land carrier to offer inter-modal service.

N.Y. Central's Flexi-Van is both a protective container and a demountable piece of transportation equipment. It is equipped with a detachable wheel assembly and can be adapted to rail, road or water transportation.

The van is loaded and sealed at the exporter's own shipping dock. It is then transported by rail or motor carrier to the port of embarkation, where it is transferred directly to shipboard for overseas delivery. This sequence is reversed at the overseas port.

Elimination of expensive exterior overseas packing through use of the Flexi-Van is of prime importance to U.S. exporters. It reduces weight and cube, inland and ocean freight charges, ad valorem duty and marine insurance. Central's through-van service provides the international shipper with the low operating costs of long-haul rail service and the flexibility of motor carrier.

In addition, Flexi-Van has such other

advantages as: side loading of rail cars—one or one-hundred trailer units can be handled simultaneously; the center of gravity is lowered 33⅓%, eliminating clearance problems and minimizing the adverse effects of air dynamics; van bodies float in rubber in transit, permitting shifts of four inches fore and aft to provide the epitome of damage-free transportation; reduction in cargo handling lowers damage and pilferage.

In 1965, international shipments via Central's service were approved for customs-bonded transportation in Europe. This authorization, granted by the Transports Internationaux Route Convention at Geneva permits containers to move across national borders in Europe without bond or examination, and will permit U.S. exporters to take full advantage of this major breakthrough in international transportation if the United States joins the T.I.R. convention.

The New York Central has played a prominent part in the proposed Trans-European Road Rail Express (T.E.R.R.E.), which will carry containerized shipments on flatcar trains between the Benelux countries and northern Italy.

Central's departments of market research, advertising, public relations and freight sales combine their efforts in a continuing program to promote exports. Company executives, managers and salesmen are all export-directed, and new specialized equipment and terminal facilities further reinforce Central's export emphasis.

To stress the importance of developing and promoting export freight, Central reorganized its foreign freight activities into an international freight sales department. It also has instituted an internal program wherein the entire sales force of more than 600 people make export solicitation an integral part of their calls.

The company prepares descriptive literature outlining the many features of through-van service to aid the sales force in making effective presentations to potential users. One of the major points stressed by the sales force is that Central's through-container service makes exporting a simple procedure.

Approximately 20% of Central's advertising budget is devoted to the promotion of international through-van service. Advertisements are placed in traffic, transportation and business publications. Emphasis is on international editions and media featuring containerization.

A portable display demonstrating the through-van concept is exhibited throughout the railroad's 10,000-mile system. The display is designed to be manned by various consular officials and trade representatives of foreign countries, serving the dual purpose of calling the service to the attention of exporters and promoting this type of traffic to the various countries.

A color film depicting Central's operations has been furnished to foreign television stations and trade groups. The BBC recently filmed an hour-long television documentary on Central's exporting operations. The company has sent many of its own executives and container specialists abroad to promote and develop its through-van service.

Container pool needed

Central's through-van promotion has spurred a substantial growth of the service and made it impossible for one railroad to supply all the containers required. To solve this problem, and the additional ones of control and uniformity of equipment and terminal design, Central proposed the establishment of a pooling arrangement to own and manage the containers. Toward this end, Central has joined the Integrated Container Service, which includes foreign motor carriers, freight forwarders and steamship lines, and U.S. motor carriers, steamship lines and railroads.

In addition to participation in the ICS pool, Central has interchange agreements with 13 steamship companies providing for the interchange of its equipment for use by American exporters.

An example of Central's continuing experimentation is their testing of a totally new concept for shipping refrigerated food abroad using nitrogen refrigeration systems instead of the more complex, less reliable, space-consuming mechanical systems now in use. When combined with through-van shipping, this new concept has the potential of overcoming the problems involved in exporting food and other perishables.

Among the companies which have used Central's through-van service in exporting are: The Gates Rubber Co. of Denver; John Deere, Inc., a manufacturer of heavy road and farm equipment; Toro Co. of St. Paul, lawnmower manufacturer; Samsonite Luggage; Automatic Electric Co.; The Amana Co., producer of air conditioners and refrigeration equipment; Caterpiller Tractor Co.; The Seng Co. of Chicago, manufacturer of mechanical-action devices for furniture makers; American Partition Co., a subsidiary of Container Corp. of America.

The "E" certificate and flag were presented to N.Y. Central president Alfred E. Perlman by U.S. Secretary of Transportation Alan S. Boyd in a recent Washington, D.C. ceremony.

Major Chile steel producer gets loan for new equipment

$130 million expansion program to increase basic steel production

The only integrated steel producer in Chile and the largest iron ore exporter in the country, Compania Acero del Pacifico (CAP), will receive a $25 million Alliance for Progress loan authorized by the Export-Import Bank and guaranteed by the Government of Chile.

U.S. equipment and services to be financed by Eximbank's loan will be procured through CAP's office at 79 Pine St., New York.

A new expansion program, totaling some $130 million, will enable the company to increase its basic steel production from 650,000 ingot tons annually to about one million tons, balancing this increase with additional finishing mills and ancillary equipment.

Additional financing needed will be made available largely from CAP's corporate resources, Chilean financial institutions, and a loan from European sources. As further funds are required for the purchase of additional U.S. equipment for the present program, in the amount of approximately $26 million, it is expected that these will be borrowed from Eximbank. The new facilities are to be in operation in 1971.

Colombia continues drift from liberal import policy

Colombia has raised its prior import deposits rates to 1, 10, 30, 70, 95, and 130% of the f.o.b. value, and has terminated the deposit reduction system.

Deposits must now be paid in their full amounts, which are slightly higher in some cases than those in effect before the reduction system began in September 1965. Items remain classified under the same relative deposit rates as before.

The change in the deposits, which are payable before import permits may be applied for, makes importation more difficult, in further reversal of the 1965 import liberalization policy.

These changes should be entered on page 8 of OBR 66-2, *Foreign Trade Regulations of Colombia.*

Excellent current, long-term markets in South America, leader of Mississippi mission reports

Directing State's third Government-approved trade mission, Marketing Council officials claim successful results in all four countries visited, see opportunities for U.S. goods

"We do have a fine current market and an excellent future market in South America," Charles Besterman told the Export Managers Club of New Orleans last month.

Jack R. Rhodes, Secretary of the Mississippi Marketing Council, and Besterman, Manager of the Council's Marketing Department, had just come back from directing the State's third Government-approved trade mission—its first to Brazil, Chile, Peru, and Colombia. The recent mission traveled in Sao Paulo, Rio de Janeiro, Santiago, Lima, and Bogota.

"We have come back . . . with concrete sales results for the business members of our mission and with information that I hope will be useful to our export and import interests in Mississippi and yourselves," Besterman said. All of the mission members, he pointed out, completed successful negotiations in at least several of the countries—and most were able to do business, or see a future for their products, in every country.

"We made direct sales, established distributorships, started licensing and technical assistance arrangements, secured bid information, uncovered at least a dozen solid trade leads, found a myriad of excellent investment opportunities and, I hope, established Mississippi as a good place to do business."

Tariff reductions in Brazil

In Brazil, where Besterman estimates mission results in Sao Paulo alone will reach $200,000, a new tariff structure in effect as of March 1 eliminates special categories and places every import on the general list. Protective tariffs will be reduced sharply. The following products, with competitive prices, should move well, he says:

Specialized machinery for semi-automation, particularly related to food processing; fishing industry equipment; equipment for the power industry; metalworking and textile machinery; mixed fertilizers, pesticides, and insecticides.

In Chile, emphasis on agriculture—under the new agrarian reform program—will be reflected in increasing purchases of farm equipment, especially small powered implements, fertilizer, insecticides, pesticides, and food-processing equipment.

Peru most favorable

Peru, Besterman reports, presents the brightest picture of the four countries visited. Exports at $753 million and imports at $813 million are at record levels; free exchange, availability of dollars, and strong preference for U.S. goods point to an attractive market—especially for foods and agricultural and industrial equipment. Mission members report a sales potential in Peru of more than $2 million within the next 12 to 18 months.

Late last year, all imports into Colombia were placed on a prior license basis and these licenses are difficult to obtain. Yet, says Besterman, the major government emphasis is being placed on agriculture, and American exporters should be alerted to the tremendous backlog of need for farm implements. There should also be a market for 8-, 10-, and 12-ton trucks.

In summary, he added:

"Two prerequisites for success in this market we visited are flexibility—the ability to tailor products and sales materials to their needs—and a willingness to grant what we would term extended credit.

"While economic trends and national policies should not be disregarded, the key factor will always be the individual's willingness to buy and ability to pay. Therefore, even in areas where 'the big picture' appears discouraging, traders should not overlook markets for their specific products."

Businessmen members

Serving on the mission, in addition to the State officials, were the following businessmen members:

William M. Bigelow, American Banding Corp., Jackson; F. L. Callon, Ricks Lumber Co., Natchez; Robert H. Fisackerly, Mississippi Chemical Corp., Yazoo City; Dean L. Fortenbery, Fortenbery Drilling Co., Natchez; Paul M. Garner, Alexander Manufacturing Co., Yazoo City; Roy L. Maddox, Magna-American Corp., Raymond; and James H. Sparks, Central Electric & Machinery, Tupelo.

All three of Mississippi's missions have been sponsored by the Marketing Council. The first, in the spring of 1965, went to Western Europe; the second, in the fall of the same year, went to Central America and the Caribbean.

MEETING IN RIO, Mississippi trade mission members are briefed by Commercial Attache Morris Allen, second from right; others, left to right, Fortenbery, Sparks, Bigelow, Fisackerly, Rhodes, Besterman.

New electronics products will be featured at London Trade Center show in November

Removal of temporary import surcharge creates new sales opportunities; market survey made, development program under way to aid exporters

The U.S. electronics industry, which expects more than $38 million in business abroad as a result of U.S. commercial exhibitions in 1966, will go after Britain's demanding market for electronic production equipment at the U.S. Trade Center in London, Nov. 8-16.

Britain's electronics industry is expanding rapidly, and export potentials for advanced U.S. equipment have never been better, according to market studies. Enhancing the business outlook is Britain's recent removal of a 10 percent temporary surcharge on imports.

The Trade Center show will bring buyer and seller together through a broad market development campaign already in progress in the U.K. trading area. An agency-finding service for U.S. companies not now represented in Britain also is in operation.

Survey findings

A market survey estimates that total output of the British electronic industry in 1965 amounted to more than $1.5 billion. The total is expected to be $2.25 billion by 1970.

Sales prospects for U.S. firms are especially promising for printed circuit production equipment, certain tools and dies, wire processing devices, and soldering equipment. The U.K. market also is favorable for welding and encapsulation equipment, automatic assembly machines, parts-handling equipment, production chemicals and materials, and processing equipment for integrated circuit and solid state devices.

The main users of both welding and encapsulating equipment in the United Kingdom appear to be manufacturers of semiconductors, an area in which the United States is a recognized leader.

The British market survey pinpoints special sales opportunities for spray etchers, screen printers, single-spindle drills, solderettes, wave-cleaning modules, precision etchers, positerm soldering guns, manual and automatic crimping tools, and electronic production hand tools.

U.S. firms interested in taking part in the November show may obtain additional information from the Bureau of International Commerce (Code 932) U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202—WOrth 7-3838), or from any of the Department's 42 Field Offices.

American makers of electronics equipment have been especially successful at selling abroad through past Commerce export promotion programs. At the U.S. Trade Center in Tokyo last month, 42 U.S. manufacturers of electronic systems and instrumentation did $241,227 in floor sales, and estimated the event would bring them about $3 million worth of new business in Japan within a year. Of four firms looking for agents, three signed agreements during the six-day show and one was actively negotiating at show's close.

Last year, U.S. manufacturers of electronics equipment took part in eight Commerce-sponsored overseas commercial exhibitions. They displayed their products in U.S. Trade Centers in Frankfurt, London, Milan and Tokyo, and in London's Instruments, Electronics and Automation Exhibition.

The U.S. shows featured 343 exhibitors who reported a total of $4.9 million in floor sales and estimated they would do more than $38 million worth of business within a year of the exhibitions. Of firms seeking overseas representation, 43 signed up a total of 64 agents.

Japan printing show allots booths for foreign companies

Nearly one-quarter of the 400 booths for exhibitors at the Japan Printing Show, scheduled for Aug. 5-8, have been set aside for foreign firms participating in the show. Applications will be accepted through April 30 from foreign firms interested in the show.

Sponsored by the Printing and Publishing Research Institute of Tokyo, the show will include equipment and techniques for all types of printing. At the 1965 show, ten American firms were among the 130 exhibitors, and the Japanese representatives handling the U.S. companies' displays were satisfied with results.

Write: Japan Printing Show Management Office, Printing and Publishing Research Institute, 31 Kanda Nishiki-cho 3-chome, Chiyoda-ku, Tokyo, Japan.

EXHIBITION BRIEFS *WORLDWIDE*

TRADE AND TOURISM EQUIPMENT EXHIBITION, MILAN, Nov. 19-27, 1966. 350 exhibitors from 11 countries, 57 of them from outside Italy. FIVE AMERICAN EXHIBITORS, showing shop equipment and restaurant and hotel equipment. Attendance 90,000, including 30,000 from outside Milan. Attendance held down by effects of floods in Italy. No sales figures, but Italian agents for U.S. firms felt that the show had a good attraction for qualified buyers. Next exhibition, Oct. 28-Nov. 6, 1967.

SPECIALIZED DOCTORS' AND HOSPITAL SUPPLIES EXHIBITION, VIENNA, Nov. 24-28, 1966. 150 firms from 12 countries represented by some 60 exhibitors. SEVERAL U.S. EXHIBITORS, with products shown by local representatives. Good possibilities noted for U.S. disposable paper bed clothes and garments, as well as advanced hospital equipment. Attendance mainly by the medical profession and hospital personnel, considered good by exhibitors. Next show, sometime in 1968.

INTERNATIONAL BOAT SHOW, LONDON, Jan. 4-14. 380 exhibits, featuring a record 671 boats, along with miscellaneous marine equipment. NO DIRECT U.S. PARTICIPATION, but U.K. agents and subsidiaries of U.S. firms showed engines, sails, instruments, and other U.S. products. Attendance 313,000, up by over 20,000 from the 1966 total. Foreign buyers totaled 5650, from 80 countries. Many exhibitors claimed record sales, and consensus of U.S. agents was that the show is an ideal way to introduce new products to the market. Next show, 1968.

HOTEL, RESTAURANT, AND CAFE TRADE FAIR (HORECAVA), AMSTERDAM, Jan. 9-12. 347 exhibitors, many of whom were Dutch firms representing foreign principals. SEVERAL AMERICAN FIRMS, participating through Dutch agents, displaying dishwashers and other kitchen equipment, maintenance machines, foodstuffs, and organs. Attendance 57,147, ten percent better than last year. Exhibitors pleased with sales results. No exact date set for next fair.

Full employment creates demand for modernization in Australia

U.S. exhibit at International Engineering Show in Melbourne will help American firms establish valuable personal contact

With unemployment at a minimal six-tenths of one percent, a decreasing supply of skilled and technical labor makes modernization and automation of factories essential to the continued health of Australia's economy.

Producers of industrial equipment in other countries, notably Japan, Italy, and Germany, are moving to fill this need. U.S. manufacturers will have an ideal opportunity to maintain and strengthen their share of the market at the American Exhibit in the Fourth International Engineering Show at Melbourne, Aug. 7-12.

In recognition of the need for plant modernization, the Australian Government is embarking on a program to encourage industrial modernization by allowing an extra 20% tax depreciation during the first year for approved facilities, thus permitting a 30% allowance in the first year of a ten-year period. The overall effect is a total depreciation of 120%, an indirect subsidy of 20%.

A recent survey of Australian industry revealed that there are approximately 59,000 factories upon which the economy is vitally dependent. The vast majority of these are operating with old or obsolete equipment, much of which is over 35 years old.

Manpower poorly used

Inefficient utilization of manpower is common in Australian industry. Many factories were established on an emergency basis during and shortly after World War II, and operate on a labor-intensive principle.

While the United States is Australia's number two supplier (imports from the United States in 1965 amounted to $779 million), other countries, particularly Japan, Italy, and Germany, are making a strong bid to improve their positions in the market. Japan has opened a trade center in Sydney, Italy is supplying merchandise on consignment, and German and British salesmen are found everywhere.

Australian imports in the metals, metal manufacture, and machinery categories in 1964 amounted to $947 million, an increase of approximately $100 million over the previous year. With the continued emphasis on plant modernization and the unprecedented high level of economic activity it is anticipated that total requirements in the secondary industrial field will be maintained at a volume of about $1 billion yearly for the next few years.

The Commerce Department recently surveyed the Australian market, polling manufacturers, distributors, and engineers, among others, to determine the products most in demand in the field of factory improvement.

Included in the list of most-wanted items are surface, cylindrical, and tool and cutter grinders; gear shaving and grinding machines; automatic copying and die sinking equipment; automatic chucking lathes, turret lathes, and screw machines; semiautomatic boring machines; and numerically-controlled fully automatic machining centers of the bore-drill-milling type.

In addition to machine tools, supplementary plant equipment of the most modern types should find a ready market and strong interest. Heat treating and other metallurgical heat processing equipment or its special components such as burners, heating elements, and controls will all have a place at the show.

High frequency and resistance heating equipment of all types is of interest, as well as metal melting and alloying equipment for foundries.

Other equipment

Other foundry equipment needed includes high-pressure molding equipment, injection molding, and cleaning equipment for castings. Motorized and process control valves are in demand, as well as compressors, rubber and plastic working machinery, and automatic welding equipment, including ultrasonic welders, carbon dioxide welders, and stud welding equipment.

Personal contact is an important factor in sales "down under," and agent-distributors are being increasingly encouraged as an expedient way to maintain contact between the manufacturer and the customer. Australians have a genuine liking for American businessmen, and a survey of Australian executives and industrialists recently showed a great desire for more extensive contact with U.S. manufacturers and their agents.

Low duties

Duties on items likely to be included in the show are low in most cases, and if a product is not manufactured in Australia or the United Kingdom, there is no duty at all.

U.S. firms interested in displaying their products in the growing Australian market at one of the country's most important trading events should contact the Bureau of International Commerce (Code 936), U.S. Department of Commerce, Washington, D.C. 20230, or telephone Area Code 202, WOrth 7-3184. Information may also be obtained from any of Commerce's 42 Field Offices.

Auto equipment show in Panama gets big response

Grace Line's mobile unit uses space set aside by Gulf Petroleum

An area set aside by the Gulf Petroleum Corp. in Panama City, in the heart of the city's automotive district was the site for a mobile trade fair featuring automotive parts and accessories, held Feb. 27-28. The fair was displayed by the Grace Line, in accordance with Grace's agreement with Mobile Trade Fairs, Inc.

The products of 34 American firms were shown, 15 of which were already represented in Panama. Interest displayed by local industry was greater than had been expected. Invitations had been issued to the 44 largest local dealers in automotive parts and accessories, and almost all attended the display.

Most of the 19 firms not represented in Panama at the time of the fair had serious requests from local companies wishing to act as agents for the products.

U.S. Embassy and Grace Line officials considered the mobile fair's location a key to the enthusiastic response from the local automotive trade. Attendance was by invitation only, limited to the trade, and thus the fair personnel were able to devote adequate time to each of the visiting businessmen.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** imports from the U.S. in January were $103.9 million, up 15.8% above January 1966. Total imports climbed to $1,067.4 million, up 18.9%. The U.S. share of total French imports declined from 10.0% in January 1966 to 9.7% in January 1967. . . . **Indonesia's** renewal of membership in the International Monetary Fund was completed on February 21. Its quota in the IMF is $207 million. . . . **Spain's** largest cold storage plant was recently inaugurated in Barcelona. Owned and operated by Interfrisa, the plant is equipped to handle all types of meat, fish, fruits, and vegetables.

Australian picture bright

Balance-of-payments improving, competition keen; local manufacture, agent advised

By MICHAEL P. BALLA
Economic Officer,
U.S. Consulate General, Sydney

Australian economic prospects are bright in most important respects. Economic indicators generally point to an increased rate of growth for the year, perhaps as much as 4 or 5% at constant prices. During 1966 the economy was hampered by sluggishness in consumer expenditures and by the effects of the months long drought in New South Wales and Queensland.

The drought has now been effectively broken, except for a few pockets in the outback. With an anticipated current record wheat crop approaching 400 million bushels and with proceeds from wool sales up, the rural economy should recover quickly, except for re-stocking which may take up to three years or more. Minerals and ores will continue to increase in importance as export items, and will in time displace wool and wheat as principal exports. Auto registrations and building starts, both depressed in 1966, are showing signs of increased activity.

Productivity, wages up

A more elastic lending policy on the part of banks and slightly lower interest rates will further stimulate the economy, as will an expected sharp increase in defense spending. The labor force is expected to increase by more than 100,000 in the 12-month period ahead and, in the wake of substantial investments in plant and equipment over the past several years, productivity should increase. Wage increases and other rising costs may, however, wipe out a large measure of the gains in Australian productivity.

The Australian balance-of-payments situation is relatively good. Exports are currently buoyant and should increase by some 10% to nearly $3 billion for the year. (One Australian dollar equals approximately U.S. $1.12.) Imports, too, are expected to rise, but only about 5%, also to approximately $3 billion.

The only serious question mark on the economic horizon is the effect that measures taken by the U.S. and the U.K. to curtail overseas investment and to encourage repatriation of profits may have on availability of funds for expansion. Most local sources expect the flow of capital from overseas to ebb but believe that local capital will be able to cover any bothersome gaps resulting from such curtailment.

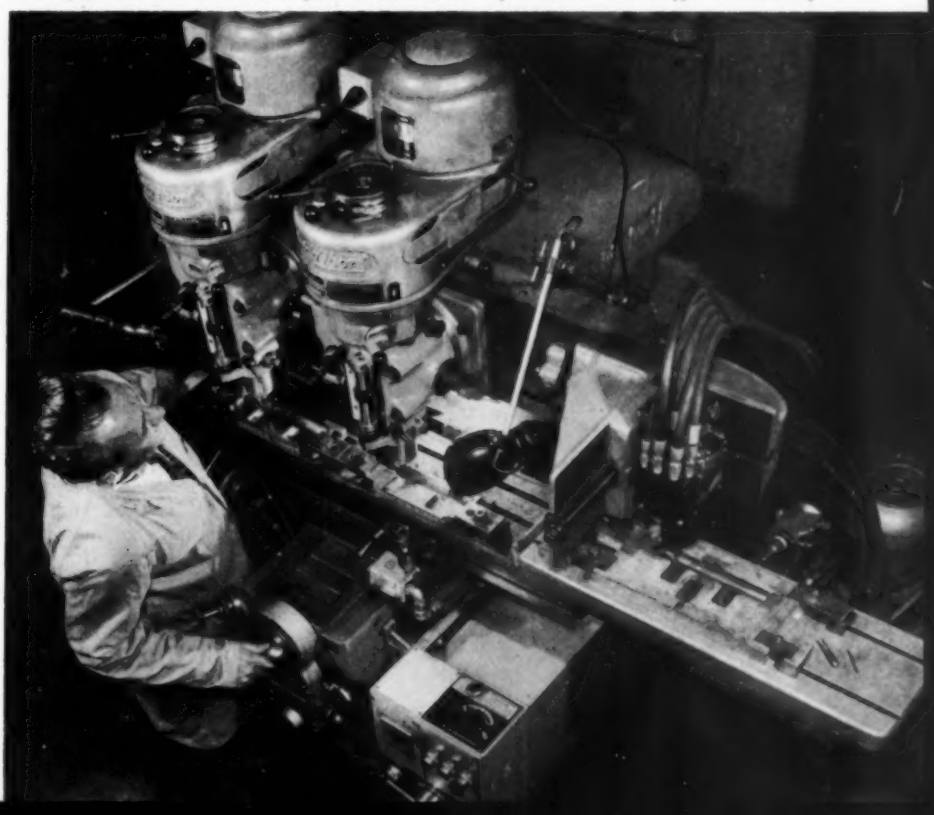
In the light of these generally bright economic prospects, U.S. exporters should find Australia an even more attractive market, albeit an increasingly competitive one.

The tariff policy of the Australian Government is designed to protect local industry and to encourage self-sufficiency across a broad industrial spectrum. No change is expected in this policy in the foreseeable future. Consequently, U.S. firms may find that in some instances their best opportunities lie in licensing the manufacture of their products in Australia so as to avoid the tariff barrier.

Marketing factor

A most important factor in successfully marketing overseas goods in Australia is the local agent or distributor. In the case of capital goods, the agent or

THIS MILL WAS IMPORTED by William Adams & Co., Ltd. of Sydney from Bridgeport Machines Inc., of Bridgeport, Conn. The market is good in Australia for importation of various types of machinery.



distributor usually sells directly to end-users, whether industry or Government, giving technical advice to his customers and installing and servicing the equipment. In the case of consumer goods, the distributor more often than not appoints sub-distributors or wholesalers in each state who, in turn, sell to retail outlets or to end-users.

As a rule, prices of imported goods are firm throughout the country, with minor allowances for freight cost differences in each state. Generally a distributor will want exclusive rights for the entire country, especially if he is expected to engage in advertising and other types of promotional campaigns. Australia has a high standard of living, but its population is less than 12,000,000. For most types of goods, therefore, the agent or distributor has to have exclusive representation if he is to find it worth his while to take on a franchise.

As already indicated, Australia has a relatively high level of import duties. Waiver of these duties is often possible under the by-law provisions of the Australian tariff legislation if equivalent goods are not made locally. In the year from June 30, 1964 to June 30, 1965, there were more than 50,000 applications under the by-law and the number continues to rise.

Changes in the administration of the by-law are currently underway with the view to simplifying procedures and standardizing applications. One of the measures already taken raises from $A40 to $A100 the minimum value of a single importation if it is to qualify for by-law treatment.

For the 12-month period ending June 30, 1966, the U.K. was Australia's principal overseas supplier, providing $A758,-889,000 worth of goods, or 25.8% of the total Australian imports of $A2,938,-576,000. U.S. exports to Australia for the same period amounted to $A703,-349,000, or 23.9% of the market. Japan had 9.6% of the market, West Germany 5.7%, Canada 3.7%, and France 3%.

U.S. imports leading

For the four months ending October 30, 1966 (the latest period for which statistics are available), the U.S. supplied 27.5% of the market, the U.K. 23% and Japan 9.1%. The drop in imports from the U.K. reflects at least in part the effects of the British shipping strike. The decline in imports from Japan is probably due to the fact that the general decline in Australian imports was more pronounced in the consumers goods sector, which normally plays a more important role in the Japanese share of the market than it does in the U.S. or U.K. share.

More and more of the goods manufactured in third countries under license from U.S. firms are being marketed in Australia. This is particularly true of products from Japan, the U.K. and Canada.

The two closest competitors of the United States on the Australian market, the U.K. and Japan, are intensifying their trade promotion efforts. Japan has recently opened a Consulate General in Perth and the U.K. has up-graded its commercial officers. Industry-organized trade missions to Australia from both countries are frequent.

France has recently established a trade office in Perth, at the same time strengthening the Sydney commercial staff. Italy is doing particularly well in selling food processing machinery in Australia, apparently because Italian machinery conforms closely to local needs as to capacity and costs.

Several East European countries have placed their machine tools on the market by shipping them on consignment. The Soviet Union plans to double its 30 or so agents in the next two years. The Soviets offer easy credit terms, usually about 20% on delivery with the remainder to be paid over four years at 2%.

Capital goods in demand

Producer materials and equipment will dominate Australian imports during 1967, as they have for the past several years. Local industrialization will continue to expand and demand for capital goods will be high. Many observers predict a stepped-up program of development projects in rural areas and country towns in the months ahead. It is expected that at least some of these will be joint State-Commonwealth projects initiated in part to absorb the expertise represented by the staff which worked on the Snowy Mountain Scheme, now nearing completion. These projects will call for heavy equipment, heavy tractors and other road-building equipment. Continued exploitation of mineral resources and oil exploration will require similar equipment.

Other categories of goods for which U.S. exporters should find a good market in Australia during 1967 include numerically controlled and high production machine tools and metal working machinery, heavy engineeering accessories, and specialized types of materials handling equipment, including types suitable for containerization. The demand for scientific instruments and controls should continue, and a market exists for imports of surgical and dental supplies and equipment.

Local production capacity already equals or exceeds demand for certain lines such as auto tires, air-conditioning equipment, refrigeration equipment, and certain petro-chemicals. Over size or especially designed products in these categories can, nevertheless, be exported to Australia.

The discovery of commercially significant reserves of natural gas reasonably close to the larger cities promises a market for equipment necessary to the harnessing of the fuel by domestic, commercial and industrial consumers. While the full impact of this development is probably still more than a year away, several local firms are already seeking overseas connections in this field.

Consumer market down

Consumer goods offer a more uneven prospect in the Australian market. Local production is aimed at supplying more and more of the demand in this category, which is particularly vulnerable to the vagaries of consumer spending and to fluctuations in imports. Nevertheless, there are attractive marketing possibilities for selected and selective consumers goods. A wide range of articles, if new or different in design or style, can usually be marketed here, at least until tastes change or local industry catches up. High quality gift items, kitchen gadgets, and synthetic floor coverings of U.S. origin offer fair to good prospects. A U.S. label continues to be a good selling point.

Australia will continue to have many attractions for overseas capital. Cases of rich profits and quick returns will be more rare, but the capabilities for growth are here, along with stability in government and a skilled labor force.

President Johnson's highly successful visit to Australia in October 1966 has helped to focus even more attention on the country and has helped increase visits by U.S. businessmen. These visits can be very useful in boosting exports. Not only do they enable U.S. business executives to obtain first hand information about the Australian market, they enable principals and agents to know each other better and encourage the latter to work harder.

In conclusion, Australia offers a good market for many, but not all, types of U.S. goods. To capitalize on this opportunity, U.S. exporters or potential exporters should study this market, observing the usual marketing principles. They should, for most types of goods, be very careful to select good local representatives, and then support them in every way possible.

ECONOMIC PAUSE

Costa Rica marks time

All signs point to substantially lower imports during 1967; exchange shortage persists

By RUSSELL A. PRICE
Commercial Attache, U.S. Embassy, San José

The Costa Rican economy continued to weaken in the final quarter of 1966, with retail sales dropping below the 1965 level. Economic growth slowed throughout 1966 and the annual increase in real gross national product is estimated at only 4%—roughly the same as the population growth—compared with over 7% in 1965.

All signs point to substantially lower imports in 1967: foreign loans are very hard to get; commercial credit is tighter than ever; export earnings may drop due to lower prices and reduced coffee shipment quotas; construction is down; sales taxes are looming; business lacks confidence in prospects for the near future; and government austerity measures will take increasing effect in the coming months.

Above all, foreign exchange is very short, and led to a partial devaluation by the Central Bank in January; the official (old) exchange rate of 6.65 colones per dollar is available only for essential imports (principally petroleum, machinery, foods, and medicines), imports from the Central American Common Market (CACM, and past bills and debts. Other imports must be paid for with dollars purchased on the free market, where they now cost about 13% more than at the official rate.

Despite extremely tight credit, total 1966 imports were only off about $2 million from 1965's record $178 million. Imports valued at some $70 million from the U.S. were about the same as in 1965. But the U.S. share has declined from 55% in 1957 to 40% in 1966, largely due to vigorous European and Japanese competition and increasing imports from overseas subsidiaries of U.S. firms.

Meanwhile, Costa Rica is importing a much higher proportion of capital goods than before. Many industrial countries have taken advantage of this shift by selling equipment well suited to small scale production, and on easy terms. Costa Rica's population is 1.5 million; the entire CACM, 12 million. Reportedly, U.S. exporters are now matching the easy terms of their European competitors.

Preliminary figures suggest that previously fast-growing drug imports dropped 23% from 1965, to $3.1 million; U.S. shipments plummeted 33%.

Plastics and resins imports in 1966 apparently declined 16% to $2.1 million; U.S. shipments were down 14%. Fungicides, herbicides, and pesticide imports, after sharp increases in the early sixties, declined 25% to $2.1 million.

Automobiles, trucks, buses, chassis, and automotive imports dropped 3% to $11.7 million. U.S. shipments dropped 6% to $5 million, but were still 25% ahead of 1964.

Held back by tight credit, tractor sales declined 9% to $2 million, with the U.S. share of the market down to 55% from the 62% of a few years ago, primarily as a result of very stiff British competition.

The U.S. was more successful in marketing some goods. Earthmoving equipment imports in 1966, for example, increased 92% over 1965 to $2.3 million, with $1.9 million from the U.S. Part of this, however, was due to tied U.S. procurement under an AID loan.

Writing paper sales were up 8% to $2.7 million, and U.S. suppliers strengthened their hold on this steadily growing market to 89%.

Imports of pumps, like tractors, were hit by tight credit. Nonetheless, U.S. exporters increased their shipments by one-third, and have now captured 75% of this market.

Machinery in demand

Some of the best opportunities for U.S. exporters are in the fields of textile and industrial machinery, and road construction, agricultural, and water treatment equipment. The shortage of foreign exchange and tight credit make reconditioned machinery a better sales possibility than before. Previous difficulties with "as is" equipment have made Costa Rica buyers selective, and the seller would have to do a first-class reconditioning and selling job.

Nevertheless, aggressive U.S. exporters, particularly of industrial and road construction equipment, can expect to do well in Costa Rica. Perhaps not so well as in 1965 and 1966—when record imports were 47% above exports—but certainly up to levels of the early 1960's.

Efficient U.S. production techniques are now often found in other countries which are competing with us for the world's markets, thus reducing the U.S. advantage in large-scale production of such items as computer components, automobiles, tractors and radios. In addition, many U.S. brand name goods imported by Costa Rica are produced in other countries.

Because industrialization in the CACM is increasing the need for more efficient capital equipment, the U.S. has a long-term opportunity to increase its exports to both Costa Rica and the CACM. However, the U.S. share of the market has declined even as its shipments in terms of dollars have increased.

Cooperation pays off

Thus, it is all the more important that U.S. manufacturers and exporters work closely with their representatives abroad to help them increase their sales and at least maintain their share of the market.

The Costa Rican manufacturer usually buys comparatively simple and small scale industrial equipment. The U.S. seller would often do well to disregard his most sophisticated equipment and concentrate on the lower end of his line.

Many foreign trade groups visited Costa Rica during 1966, including U.S. trade missions, a technical team on hydro-electric power from Spain, and technical and general business groups from Great Britain and Spain. Mexico established an office to promote joint-Mexican-Costa Rican industrial projects.

Spain and Mexico have extended to the Central American Bank (CABEI) a total of $17 million in credits tied to Mexican and Spanish procurement, thus providing U.S. capital equipment makers with new competition.

Since 1960, when industrial contracts were first granted under the Industrial Encouragement Law, 173 new industrial

EFFECTIVENESS OF CENTRAL AMERICAN COMMON MARKET has persuaded many U.S. manufacturers to establish plants in the region. This is a Union Carbide battery factory near San Jose.

plants have been established, and 84 have expanded.

A total of 201 industrial contracts were signed in 1966 and the level of actual investment covered by industrial contracts reached $28 million (1965: $26 million). However, only 25 were signed in the final quarter as new investment interest slowed, possibly due to financial problems.

Nonetheless, several major contracts were signed: a $4 million paper plant to produce 17,000 tons annually; a $1.2 million plant for PVC; a $600,000 papain export project; and a $400,000 mushroom project.

Major projects planned

Other major projects in the planning or very early purchasing stage are brewery, pharmaceutical, and textile plants, requiring total capital of about $12 million. On the sidelines for the time being are a pesticides and a polyethylene plant.

The number and investment level of solid industrial projects is down sharply from a year ago. One industrial engineer said, for example, that 60 percent of the projects on his drawing boards have been indefinitely postponed due to the uncertain business outlook.

Unlike 1966, this year offers no burgeoning construction market, with public and industrial building down sharply. Home building, however, should continue fairly strong.

But some industrial projects which will require imported production machinery, are moving ahead, and will continue to change Costa Rica's pattern of imports from finished consumer goods to raw and semifabricated materials. These projects and others will require equipment which will probably be given preferential treatment, since the brunt of foreign exchange restrictions falls on luxury items.

The U.S. exporter should realize that since all imports from the CACM are eligible for preferential foreign exchange treatment, goods not on the essential list (cosmetics, freezers, home blenders, for example) will now be at an even greater disadvantage in comparison with CACM producers of such items.

Fortunately in this period of economic uncertainty, Costa Rica's businessmen are well acquainted with U.S. products. Many have been educated in the U.S., and there is much travel, both business and pleasure, to the U.S. Because of these close ties, the ease of jet travel, and the short distance from the U.S. to Central America, the U.S. exporter can easily keep in close touch with the Costa Rican market and his representative. He should also be well acquainted with Foreign Credit Insurance Association (FCIA) facilities.

Looking to the future, Costa Rica's Assembly has authorized negotiation of a $44 million loan with the World Bank or other international agency for construction of the San José-Limón road, a complete new harbor complex for Moín, and improvements at Puntarenas, the main Pacific port. Work on the Limón road is under way with local financing, but the others are still in the early study stages.

Roadbuilders active

Costa Rica's road construction program is moving ahead despite budget problems. Four contracts for road projects costing $1 million were signed recently; 18 kilometers of roads are involved, and two of the projects are part of the San José-Limón road.

Meantime, the Government has announced that two major bridges for the San José-Limón road will probably cost about $680,000; financing, however, has not been arranged.

The first 72-mile phase for paving the Inter-American Highway will probably be awarded soon to a joint U.S.-Costa Rican company for about $8.5 million. The second phase, of 139 miles, will probably be advertised in May.

The Government has signed a $4.7 million loan agreement with CABEI for construction of the first section of the San Ramón-El Coco superhighway. The agreement, however, must still be ratified by the Assembly, and certain right-of-way problems must still be resolved.

An AID loan is financing an $8 million water supply project that is just getting under way in the San José area. Costa Rica has been discussing agricultural loans with the World Bank and AID.

India announces 1967 quotas for raw goat skin exports

Quotas for exports of raw goat skins from India during 1967 have been announced by the Government of India.

Established shippers will be allowed a quota up to 35% of their best year's exports during any one of the calendar years in the base period 1954-58, subject to these qualifications:

1. Established shippers whose basic exports are less than 75,000 pieces will be allowed to export up to 100% of their best year's exports during the base period;

2. Those whose basic exports were more than 75,000 pieces, but whose 1967 allotment would be reduced to less than that figure by application of the 35% quota, will be allowed a minimum of 75,000 pieces.

Export applications from shippers who exported raw goat skins during 1959, but who had no exports in the 1954-58 base period, will continue to be considered on merits.

Despite Ireland's sluggish economy its trade with U.S. soared in '66

Resumption of economic growth expected to spur imports in 1967; trade mission uncovered promising areas for capital investment

Trade between Ireland and the United States increased significantly last year, despite the fact that the Irish economy was rather sluggish throughout 1966.

Exports from the United States to Ireland increased by 25%, or from about $69 million to $86 million. U.S. imports from Ireland expanded at an even greater rate, from a total of $58 million to $94 million, or by about 62%. Thus, an Irish deficit in the balance of trade with the United States for 1965 was replaced with a slight trade surplus.

In contrast to this favorable picture regarding the U.S., overall Irish exports increased by about only 9% last year to approximately $683 million. Total Irish imports, however, remained at about the same level as in 1965—$1,044.4 million—although imports of capital goods declined in absolute terms.

Trade deficit reduced

Thus, with a moderate increase in exports during 1966, Ireland managed to reduce its overall trade deficit but it is still considerable, totaling $361 million.

Economic growth slackened under the impact of the Government's deflationary measures, and was the chief factor in restraining import growth. These measures included: credit restrictions (first imposed in July 1965); an increase in taxes accompanied by a smaller increase in government expenditures; and the imposition of a special import levy, which was not lifted until last September 30.

Recent Government moves to inject public funds into housing and to ease credit restrictions will probably enable the Irish economy to resume its planned annual rate of growth of 4%. The expected resumption of economic growth, coupled with the elimination of the import levy, should lead to an increase in Irish imports for 1967.

Irish exports would have been even greater last year had it not been for sluggish and restricted cattle markets abroad and the U.K. import surtax which was in effect until December 1. The United Kingdom usually buys over half of Ireland's exports. Now that the import surcharge has been removed, the full effects of the Free Trade Agreement with Ireland, which went into effect for Irish exports to the United Kingdom on July 1, 1966, will be felt. These exports should expand despite the limited growth prospects for the U.K. economy.

Under the Free Trade Agreement, Irish tariffs on imports from the United Kingdom will be removed in stages over a ten-year period. Thus, these tariff decreases should not significantly affect certain goods exported from the United States to Ireland for several years.

Major import categories

Most major categories of goods imported by Ireland from the United States showed good gains last year. Imports of principal items, in millions of dollars (equivalent figures for 1965 in parentheses), were: tobacco, $13.3 ($9.8); corn, $6 ($5.2); coal, $3.3 ($2.8); kraft paper and paperboard, $2 ($1.1); electronic tubes and parts, $3.8 ($2.6); television tuners, $1.6 ($1.1); certain types of industrial machinery, appliances and parts, $4.5 ($3.3); certain scientific instruments and apparatus, $1.2 ($0.8); wheat, $2.9 ($1.1); chemicals, $1.6 ($0.8); and railroad equipment, $2.1 (none).

Principal Irish exports to the United States last year, in millions of dollars, were: beef, $15.8 ($2.8); industrial diamonds, $15.5 ($8); natural abrasives, $9.8 ($6.7); antibiotics, $3.7 ($1.1); electronic tubes and parts, $7.4 ($2.2); non-industrial diamonds, $2.3 ($0.1); and telecommunications equipment, $8.2 ($7.3).

Investment picking up

Capital investment can be expected to pick up during 1967. A recent U.S. Trade Mission to Ireland reported in the Jan. 16 issue of INTERNATIONAL COMMERCE that the Irish are eager both to modernize existing industry and to diversify into certain new lines of manufacture. There seems to be a ready market for all types of metal-working and lighting equipment, shop fixtures and furnishings, industrial tools, and materials-handling equipment as well as mining equipment and machinery.

Although much new capital equipment imported into Ireland is of European manufacture, there should be numerous opportunities for U.S. machinery manufacturers to increase their share of the market, provided they offer good service and quick delivery of parts.

There is also a potential market for certain U.S. finished consumer goods, both in the Shannon Freeport area and elsewhere throughout Ireland. However,

IMPORTS OF U.S. PRODUCTS in Ireland jumped an impressive 25% during 1966, despite the sluggish condition of the Irish economy. This girl works on industrial protective clothing at a factory in Naas.

import duties for these products are rather high.

Interest has also been expressed in certain textiles, office supplies, and food products.

Despite the fact that total capital investment declined slightly in Ireland last year, and that consumer expenditure remained virtually unchanged from 1965, the consumer price index rose by about 4%. This increase was disappointing, considering the fairly severe deflationary measures taken by the Government.

Labor unrest and strikes, which accounted for about twice as much time lost per capita as in the United States, continued throughout most of 1966, but the signing of several labor agreements toward the end of the year may bring a lessening of this disruptive activity.

Industrial production picked up in the second half of 1966, especially in the food, drink, tobacco, mining, paper, and printing industries.

Good weather resulted in a fine harvest, although poor weather conditions during the first half of the year caused the annual production of wheat and sugar beets to fall below normal levels. Last year was marked by a high output of livestock products, but falling cattle prices, caused to a large extent by the closing of the EEC market to Irish cattle and beef by import levies imposed in mid-summer, led to farmer protests and demonstrations against the Government.

Payments deficit cut

Irish bank rates have now been raised to about 8% for ordinary loans—the highest since Ireland's independence—partly offsetting the easing of credit restrictions. Nevertheless there has been an expansion of credit, with the total outstanding expected to reach about $1,139 million by March 31, up about $120 million from the same date in 1966. About half of this increase in credit is flowing to the private sector.

Due primarily to the improvement in the Irish balance of trade, the 1966 balance of payments deficit is expected to amount to approximately $56 million, a 50% reduction from the preceding year.

Spain announces coal quota

The Spanish Ministry of Commerce has provided that 1,100,000 metric tons of coking coal (tariff item 27.01A) may be imported free of duty in 1967, in accordance with its Order of 13 Feb., 1967. The Directorate General of Foreign Trade of the Ministry of Commerce allocates the quota. Last year's duty-free quota was 1,650,000 metric tons.

African Development Bank evaluates programs for 1967, promotes multi-state projects

Will make capital available for economic, social development; located in the Ivory Coast, the Bank has 29 member states

By FERDINAND F. PIRHALLA
Africa Division, BIC

The African Development Bank came into legal existence on Sept. 10, 1964 and began to operate July 1, 1966. Its formation was motivated by the conviction that the Bank could make important contributions to Africa's development and that an African-owned institution was appropriate. Those responsible for the establishment of the Bank concluded that a new Bank would be justified because it could make capital available to Africa's development in addition to what was being provided for that purpose by existing institutions.

The United States is hopeful that the African Development Bank will play a central role in promoting multi-state projects and regional cooperation in Africa and may become a channel for capital from foreign multi-donor sources.

The United States has offered to provide U.S. experts to assist the Bank in its operations as well as to finance feasibility studies by U.S. firms of project proposals involving more than one African state.

The United States has also offered to consider participation with the Bank in financing projects contributing significantly to economic or social development in Africa. In his 1967 Foreign Aid Message President Johnson stated that sympathetic consideration would be given to a U.S. contribution to a new special fund requested by the African Development Bank to finance worthy projects which are beyond the means of the Bank's ordinary capital.

The Bank's functions include:

- using its resources for financing new projects and programs relating to the economic and social development of its members, giving special priority to multi-country undertakings, to the promotion of orderly trade expansion between African states, and to making their economies more complementary;
- undertaking and participating in the selection, study and preparation of projects contributing to such development;
- mobilizing and increasing, within and outside Africa, public and private resources for investment in Africa;
- providing technical assistance to African states as needed for the study, preparation, financing and execution of development projects and programs.

Membership is open to all independent African states. Twenty-nine states are now members and negotiations are under way for membership of additional states.

The authorized initial capital stock of the Bank is equivalent to $250 million, consisting of 25,000 shares, each share having a par value equivalent to $10,000. This stock is divided equally between paid-up share and callable shares and each member state of the Bank must subscribe equally to both. Paid-up share are payable in gold or convertible currency in six annual installments. Payments of callable shares are subject to call as may be required by the Bank; they may be paid at the option of the subscriber in gold, convertible currency, or in the currency required by the Bank to discharge a particular obligation for which the call is made.

As of Sept. 30, 1966, the 29 member states had subscribed to 21,500 shares, 10,750 of which were paid-up shares. The Bank to date has received the equivalent of about $40 million from the members in payment of their subscriptions.

The Bank's resources will be divided into ordinary capital resources and special resources. For operational purposes, each of the two types of resources are to be used separately.

Ordinary operations will include the financing of projects and programs according to conventional banking terms and practices. Funds for these operations will come from the subscribed authorized capital stock of the Bank, funds raised by borrowing, and income derived from loans and investments of the Bank's ordinary capital resources.

All the powers of the Bank are vested

ADB Members

	Subscribed shares	
	Number	Equivalent to millions of $US
Algeria	2,450	24.5
Cameroon	400	4.0
Congo (Brazzaville)	150	1.5
Congo (Kinshasa)	1,300	13.0
Dahomey	140	1.4
Ethiopia	1,030	10.3
Ghana	1,280	12.8
Guinea	250	2.5
Ivory Coast	600	6.0
Kenya	600	6.0
Liberia	260	2.6
Malawi	200	2.0
Mali	230	2.3
Mauritania	110	1.1
Morocco	1,510	15.1
Niger	160	1.6
Nigeria	2,410	24.1
Rwanda	120	1.2
Senegal	550	5.5
Sierra Leone	210	2.1
Somali Republic	220	2.2
Sudan	1,010	10.1
Tanzania	630	6.3
Togo	100	1.0
Tunisia	690	6.9
Uganda	460	4.6
U.A.R. (Egypt)	3,000	30.0
Upper Volta	130	1.3
Zambia	1,300	13.0
Total	21,500	215.0

in the Board of Governors, which is composed of a representative from each member country. The Board of Directors, consisting of nine members, is responsible for the general operations of the Bank. The President, who is also the Chairman of the Board of Directors, is responsible for the conduct of the Bank's day-to-day operations. The President of the Bank is Mr. Mamoun Beheiry, former Sudanese Finance Minister and one-time official of the Central Bank of Sudan.

Progress in staffing

Considerable progress in staffing the Bank has been made during the past few months. Although the Bank has not yet made any loans for development purposes, is actively engaged in identifying and evaluating several projects for possible financing in 1967. The United Nations Development Program (UNDP) recently approved a program to assist the Bank in setting up a pre-investment unit for the evaluation and formulation of projects. Under this program, which will cost the UNDP almost $3 million and the Bank the equivalent of almost another $2 million, the UNDP will provide senior expert advisors in the fields of finance, industry, agriculture, transport, communications, civil engineering and in-industrial engineering. It will also finance pre-investment studies and train Africans in these fields.

American firms interested in doing business in Africa, particularly engineering firms, contractors and manufacturers of capital equipment, may wish to communicate with the Bank to indicate their interest in projects that the Bank may finance. The Bank address is: B.P. 1387, Abidjan, Plateau, Ivory Coast. Correspondence with the Bank should be in English or French.

Loan will provide U.S. help for Peru feasibility studies

Peru will study the feasibility of new rural development, irrigation and road projects with a $3.2 million Alliance for Progress loan from the United States.

About $1.6 million will finance the procurement of commodities and services in the United States, and about $1.4 million will be used to finance contracts for feasibility and pre-feasibility studies by private firms.

The loan will also provide funds for U.S. technical assistance and training of Peruvian technicians.

The loan will be matched by a $3.6 million loan from the Inter-American Development Bank (IDB), and the equivalent of $3 million from the Peruvian Government.

Government-owned tire plant begins production in Ceylon

The new tire plant of the government's Ceylon Tire Corporation, built with Soviet financial and technical assistance, is now in production at Kelaniya, about six miles from Colombo.

Production of tubes began in February, with tire production scheduled to start in March. Output for 1967 is estimated at 90,000 tubes and 50,000 tires and is expected to grow to a rate of 250,000 tires and 250,000 tubes annually within 18 months. Production presently is limited to two sizes of tires and tubes but will be extended to additional sizes next year.

The plant is expected eventually to make Ceylon self-sufficient in tires and tubes.

$7.5 million loan will buy U.S. goods, services for Ceylon

Funds are part of U.S. share in 8-nation assistance effort

A loan of $7.5 million has been authorized for Ceylon, to finance imports of U.S. commodities, as well as consulting services.

The loan will finance a wide range of commodities. Part of the funds may be used, subject to AID approval, for U.S. consultants' services for feasibility studies and industry, market or similar surveys needed for economic development purposes.

This is the second such loan provided as part of the U.S. contribution to an eight-nation effort sponsored by the World Bank, to help Ceylon overcome a scarcity of foreign exchange. Since the spring of 1965, when the present government took office, the group of donor nations has pledged aid totaling some $90 million.

The import program, based on World Bank studies and on discussions held by the participating nations, will make available materials and equipment for both industrial and agricultural development. The improved supply of such commodities will permit greater utilization of existing industrial plant capacity and new investment, thus increasing output and employment.

Ceylon's foreign exchange earnings have been declining in recent years, due to lower world prices for tea, rubber and coconuts, its traditional major exports.

Industrial films needed

The Istanbul Chamber of Commerce is planning a series of seminars for Turkish trade groups, and is interested in obtaining industrial films to display at the sessions. They are particularly interested in a film on the production of molded plastic goods, or plastic production in general, and a film on textile production, preferably on the manufacture of knitwear.

For further details, **write**: Commercial Officer, U.S. Consulate General, Istanbul, Turkey.

Joint U.S.—Greek desalting study for Athens completed

Preliminary survey shows nuclear fuel most economical in area

A preliminary study of the engineering and economic feasibility of desalting as a means of providing needed supplies of fresh water for the Athens area has been made by the U.S. Government in cooperation with the Hellenic Bank for Industrial Development.

The study was conducted by a team of U.S. specialists working with a similar Greek group. This effort is part of the continuing U.S. program for sharing desalting experience and technology with other nations.

Hypothetical single and dual-purpose desalting plants that might be located in the immediate vicinity of Athens were studied by the team. A sea-water desalting plant using the flash distillation process was selected for the study.

On the basis of estimated future water and power needs of the Athens area, the team considered plants with capabilities of 95,000 cubic meters a day (25 million gallons) and 190,000 cubic meters a day (50 million gallons) coupled with a 300 megawatt (nwe) electrical generating unit.

A nuclear fueled power plant was found to be more economical than a plant using fuel oil which at present costs about 40¢ a million BTU in Greece. The desalting portion of the dual-purpose plant with a capacity of 190,000 cubic meters a day (50 million gallons) was estimated to cost about $36 million. The nuclear reactor and the 300 nwe turbine generator unit for the dual-purpose plant were estimated to cost about $68 million. The unit cost of water from such a plant operating on base load was estimated to be 33 cents per 1,000 gallons with power valued at 4.4 mills per kilowatt-hour, the cost of producing power in a single-purpose power plant of the same size.

Studies of alternative sources of fresh water (other than by desalting) are being conducted independently by the Greek Government. These sources would consist of a system of dams and aqueducts for bringing water from the Mornos or Acheloos Rivers or modifications to the bottom of Lake Iliki to reduce losses of water through sink holes. A comparison of these sources with that of nuclear desalting will be made when the Greek studies have been completed.

A copy of the team's report, "Preliminary Study of Desalting for Athens Greece," can be obtained by writing the Department of the Interior, Office of Saline Water, Washington, D.C. 20240, or the Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545.

India aluminum producer to buy U.S. equipment

A $2 million loan to Indian Aluminum Company, Ltd., has been authorized by the Export-Import Bank. Proceeds of the loan will be used to finance American equipment and services needed in expanding the Indian firm's capacity. Procurement will be made through Alcan Sales, Inc., 111 West 50th Street, New York City, U.S. affiliate of the firm.

Established in 1938, Indian Aluminum Co. today has a rated capacity of 36,150 tons a year. Since 1958 consumption of aluminum in India has trebled, and by 1972 is expected to quadruple a present demand of 97,000 tons.

Eximbank's loan will help finance U.S. procurement of equipment and services required in opening bauxite mining facilities, constructing an alumina plant, and building an alumium smelter to add 30,000 tons of aluminum to the firm's annual capacity by the end of 1970.

The new facility is to be located near Belgaum, Mysore, close to rail transport and some 50 miles from the bauxite deposits to be used.

Swedish airline buying jets with Eximbank finance aid

The Export-Import Bank has authorized a $7.2 million loan to help finance the purchase by Transair Sweden AB (TSA) of two Boeing 727-100 jet aircraft, spare engines and parts, and related equipment and services. Total cost of the transaction is some $12 million.

The Swedish airline will cover part of the purchase price with a cash payment and the principal U.S. supplier, Boeing, will participate in the financing.

Three Hemisphere airlines get loans for 10 jet craft

Three Eximbank loans to assist Western Hemisphere airlines purchase U.S.-made jet aircraft and related equipment have been authorized recently.

A $20.4 million Alliance for Progress loan to Aerovias Nacionales de Colombia S. A. (AVIANCA) will help finance the sale of five planes. Purchases include a Boeing 707-320B, two Boeing 727-100's, two Boeing 737-100's, ground equipment, spare engines and parts, and related equipment and services. An Eximbank loan of $9.5 million authorized in 1961 helped finance the purchase of AVIANCA's first two jets.

Total cost of the current transaction is some $30 million. The Colombian airline will make a cash payment and The Boeing Company will participate in the financing with Eximbank. The loan is to be guaranteed by the Banco de la Republica.

An Alliance for Progress loan of $18,471,600 to Linea Aerea Nacional-Chile (LAN-CHILE), the Chilean flag airline, will help finance the purchase of two Boeing 727-100's and two 727-100 C jet aircraft, spare engines and parts, and related equipment and services. The new planes, scheduled for delivery in March and July 1968, are expected to improve the Chilean airline's competitive position on its routes.

Total cost of the transaction is some $25.6 million. The Chilean airline will make a cash payment and Boeing will participate in the financing. The Eximbank loan is to be guaranteed by the Government of Chile.

The Export-Import Bank and Compania Mexicana de Aviacion, S. A., have signed a $4 million Alliance for Progress loan agreement to help finance the purchase by the Mexican airline of a Boeing 727-64 jetliner with spare engines and parts and related equipment and services.

Total cost of the transaction is some $5 million. The Mexican carrier will make a cash payment of 20 percent of the contract price ($1 million). Boeing is participating in Eximbank's loan to the extent of 25 percent ($1 million). The loan is guaranteed by Nacional Financiera, S.A., a Mexican government credit agency.

Argentina takes new steps to eliminate sugar overproduction

Recent law sets production quotas, promotes modernization studies

The Government of Argentina issued on Feb. 16, Law 17,163 limiting both the harvest of sugar cane and the production of sugar by the mills. The law, which expires on May 31, 1972, is intended to eliminate overproduction and should permit reorganization of the sugar industry on a more economic and rational basis.

The new law sets the maximum sugar production quota for 1967 at 750,000 metric tons (the 1966 quota was 900,000 metric tons). Credit and technical assistance will be provided to cane growers who shift from cane to other crops in accord with the Government's diversification plan. Export subsidies for manufactured products containing sugar are also authorized.

The law states that support will be provided for studies on means to accelerate mechanization and modernization of sugar plantations and harvesting, and on greater utilization and consumption of sugar in domestic markets. At the same time it prohibits the installation of new sugar mills as well as the expansion of industrial capacity in the existing mills. It permits cane growing by registered growers only, but new registrations are not permitted after April 30. Minimum prices for delivered cane have also been established, and the provisions of an earlier law which prohibited massive layoffs by the mills have been cancelled.

The present law is the Government's latest move in an ambitious program to resolve the long standing problems of the sugar industry. Previously the Government had taken over and closed down several obsolete, inefficient mills and it has obligated itself to provide means for continuing the payment of wages to the workers directly involved. In any event, the Government's program with regard to this vexatious and highly significant problem is a useful indication of its economic intentions as a whole.

Yugoslavs approve 16 banks to deal in foreign exchange

Sixteen banks in Yugoslavia have received authorization to engage in foreign exchange transactions. There are in addition to the Yugoslav Bank for Foreign Trade, the Yugoslav Investment Bank and the Yugoslav Agricultural Bank, all three of which had been qualified to carry out foreign financial transactions in the past. The new legislation became effective Jan. 1, 1967, and the newly authorized banks are:

Beogradska Udruzena Bank, Belgrade;
Investiciona Banka, Sarajevo;
Investiciona Banka, Titograd;
Investiciono Komercijalna Banka, Split (Banque d'Investissements et de Commerce, Split);
Kreditna Banka Sarajevo, Sarajevo;
Kreditna Banka Zagreb, Zagreb;
Kreditna Banka in Hranilnica, Ljubljana (Banque de Credit & Caisse d'Epargne, Ljubljana);
Privredna Banka, Novi Sad;
Privredna Banka, Zagreb;
Privredna Banka, Belgrade;
Rijecka Banka i Stedionica, Rijeka (Banque et Caisse d'Epargne de Rijeka, Rijeka);
Splosna Gospodarska Banka, Ljubljana;
Stopanska Banka, Skopje.

Ceylon disallows air freight on most import licenses

The Government of Ceylon, by import Control Notice No. 2/67, dated Feb. 13, has notified importers that while the value specified on import licenses covers cost, insurance, and freight, the allowance for freight is for sea and rail freight only and not for air freight.

Import documents for air freighted imports will not be cleared unless specific prior approval has been obtained from the Chief Controller of Imports and Exports, which will grant such approval only in exceptional circumstances.

Irish cut lawn mower duty

Ireland has lowered from 48% to 8% ad valorem the duty on lawn mowers, other than motor-mowers and gang-mowers, imported from the U.S. and other non-Commonwealth countries. The item has been exempted from duty when imported from the U.K. and other Commonwealth countries.

New Zealand cites bark, bug strictures

The Government of New Zealand has established a requirement that exporters' declarations must include a statement to the effect that any wooden or plywood packing cases, crates, wooden containers or cargo pallets destined to that country have been inspected before shipment and have been found free from bark and visible signs of insect and fungal attack. This declaration must accompany all bills of lading and/or other shipping documents.

The New Zealand Forest Service Circular suggested that this declaration be prepared with the heading "Declaration by Exporter for Wood Packing," and subheading "Forest Produce Import and Export Regulations 1966." The declaration should be addressed to the Collector of Customs at the respective port of entry and should contain a statement declaring that all timber used in the packing has been inspected and was free from bark and from visible signs of insect and fungal attack when the goods were shipped.

The statement should be signed and dated by the person making the declaration. Details as to the class of goods, shipping marks, port of discharge, and number of cases should be included.

This regulation is effective immediately and should be noted in the documentation section of OBR 64-4, Foreign Trade Regulations of New Zealand.

Germany authorizes $625 million for projects

The German Government has approved credits up to $625 million for new projects aimed at stimulating the economy.

Under this new "credit spending budget," the Postal Ministry (Bundespost) is authorized to place orders immediately totalling $175 million. Of this amount, approximately $25 million will be used to provide 74 newly-completed telecommunications buildings with technical exchange equipment, $50 million for building construction, and $75 to $100 million for procuring cables and additional telephone, telegraph, and telex exchange equipment.

Funds will also be available for investments in the federal railway and roads.

Chilean tool plant investment described for U.S. participants

Feasibility study is one of 50 offered by AID; others listed in its Catalog of Investment Information and Opportunities

A promising investment opportunity in Chile for the establishment of a tool plant is revealed in a 69-page revised feasibility study just made available by the Agency for International Development.

In addition to examining the feasibility of erecting a tool plant to produce thread cutting tools and possibly reamers and milling tools, the study devotes a large section to the practicality of constructing a drill bit facility as a subsidiary of the basic tool enterprise. The report analyzes the potential Chilean tool market, production factors, costs and profitability. A special appendix describes various concessions which would probably be awarded this type of enterprise, with particular reference to foreign investment.

The study envisages a tool plant initially operating on a one shift basis and producing 150,00 thread taps and 45,000 screwing dies annually, 70% of alloy steel and 30% of high speed steel. Production would cover the most popular size tools for manually cutting threads on pipe, nuts and bolts. It is estimated that a $534,00 investment would be required for the tool making project and an additional $400,000 would be needed to establish the drill bit facility. The study suggests the plant be located in either Santiago or Valparaiso, but no specific site is recommended.

One of fifty

This report is only one of the 50 studies recently made available to investors at $3 per hard copy as additions to AID's Catalog of Investment Information and Opportunities. Titles and pertinent data on all 50 studies are listed in the second supplement to AID's November 1966 free index to the Catalog. To obtain a copy of the Chilean report, order "Revised Feasibility Study: Factory for Thread-Cutting and Other Tools", identification number 1/06/02529, from any U.S. Department of Commerce Field Office or **write** directly to U.S. Department of Commerce, Clearinghouse for Federal Scientific and Technical Information 410.12, Springfield, Virginia 22151. A check for $3 payable to the National Bureau of Standards—CFSTI should accompany the order.

The index, which is the key to the Catalog of Investment Information, is of particular interest to businessmen contemplating investment, licensing or trade with less developed countries. It identifies every study in the Catalog by title and code number, and shows the date of the report and industrial classification number of the particular industry. Using a copy of the Index a businessman can quickly pinpoint his field of interest by country or specific industry. The Catalog is made up of some 1600 8x10½" abstract cards each of which summarizes the basic facts of a complete study.

These studies have been microfilmed and can be reproduced on order as hard copies at $3 each or, for those firms having special viewing equipment, microfiche copies at 65¢ each.

The catalog's abstract cards cost 35¢ each and furnish enough basic information to permit evaluating the advisability of purchasing a complete study. Catalogs of the abstract cards are available for reference at each of the Commerce Department's 42 regional Field Offices, at AID and at the Office of International Investment, Department of Commerce, Washington, D.C. 20230.

To obtain a copy of the free index and its two supplements, contact the nearest Commerce Department Field Office or **write:** Office of Development, Finance, and Private Enterprise; Agency for International Development; Washington, D.C. 20523.

Norway firm wants to make wire and plastic products

Established in 1933, a manufacturer of metal abrasives and steel wool seeks to diversify its production by manufacturing wire and plastic household products under a licensing arrangement with a U.S. firm.

The Norwegian company has a new 60,000 sq. ft. plant located about 39 miles south of Oslo employing approximately 55 people. An experienced sales organization covers Norway and Sweden. A large part of the firm's production is exported to Europe, the Western Hemisphere and Africa.

Additional information about this opportunity can be obtained by writing: Trollullfabrikken A/S, Persveien 32, Oslo 5, Norway. Attn: Mr. H. Beyer-Olsen. WTD.

Pakistan has new office in New York for U.S. investors

The recently opened Pakistan Investment Centre in New York, which was set up primarily to furnish advice and assistance to U.S. firms contemplating investment in Pakistan, is ready to act as liaison between U.S. businessmen and both private and governmental entities in Pakistan. The Centre is prepared to advise U.S. firms concerning specific investment opportunities, point out incentives and other concessions which Pakistan offers to foreign investors, answer queries and obtain basic data from agencies in Pakistan.

M. G. Dastgir is Director of the Pakistan Investment Centre. Prior to Pakistani independence, he was a high-ranking official in the Government of British India. After Pakistan's independence he served his government in such important positions as Iron and Steel Controller and Commercial Secretary at the Embassy of Pakistan in Washington.

The Centre is temporarily located in the New York offices of the Consulate General of Pakistan, but is expected to move into its own quarters in a few months. According to Mr. Dastgir, he and his staff are fully prepared at this time to service any inquiries from U.S. businessmen concerning investment in Pakistan.

For further information **write:** Pakistan Investment Centre, Pakistan House, 12 East 65th St., New York, N.Y. 10021. Attention: Mr. M. G. Dastgir, Director.

Licenses offered by Luxembourg, British, Swiss, German firms for production in U.S.

Products are beauty preparations, newly developed valve, material processed from vegetable waste, plastic ventilation ducts and hoses

Swiss, British, Luxembourg and German firms seek U.S. licensees to manufacture and distribute beauty preparations, a newly developed valve, a product processed from vegetable waste and plastic ventilation ducts and hoses in the United States.

To obtain additional details concerning these products and the names and addresses of the manufacturers, **write:** Office of International Investment, BIC—874, Department of Commerce, Washington, D.C. 20230.

● A British engineering firm offers a license to a U.S. company to produce and distribute its valve. The English company claims the valve is unique in that it need not be isolated or shut off when inspected or cleaned and can be maintained far more easily than conventional gate-type shut off valves. The valve is a double faced parallel slide valve with a pair of fixed seatings pressed into and in a line with the bore of the pipeline.

The two sealing elements are mounted on a hinge pin in quadrant fashion and can be interchanged by rotating them to an angle of 90 degrees. This gives easy access to the internal valve mechanism even though it is still in use. A small vent plug in the valve body allows internal residue to be released and drained out. The valve can handle various liquids, vapors, and gases, according to specifications. It can also be used as a valve or orifice plate carrier for metering requirements. The main valve casting is available in a choice of metals depending on the medium to be handled and the pressure conditions. **File 1489.**

● A Luxembourg firm seeks a U.S. licensee to manufacture a new product known as Thermodyn, which is claimed to be similar to Formica.

Thermodyn is produced by processing vegetable waste, principally sugar cane waste, cotton straw and wood waste. At present, the Luxembourg firm states there is no method available for processing vegetable waste into mass produced products in a single operation. The Thermodyn process requires a standard hydraulic press and a special mold.

The patent covers the mold, which is expensive and would initially be made in France and later reproduced in the United States. The process is patented in 25 countries including the United States. According to the firm, Thermodyn products have been made in France for three years, including school furniture, chairs, and toilet seats. **File 1490.**

● A license to manufacture a complete line of beauty preparations is offered a U.S. firm by a Swiss cosmetic company. The Swiss firm, whose products include beauty, nourishing and cleansing creams, beauty milk, anti-wrinkle cream and a preparation for treating acne, would also consider a joint venture.

According to the company, its preparations contain vitamins, are manufactured from the purest raw materials to insure safety and suitability for the skin and are pleasantly perfumed with only volatile oils, tested for their dermatological quality. **File 1491.**

● A German manufacturer seeks a U.S. licensee or joint venture partner to produce its plastic ventilation ducts and wire reinforced plastic hoses.

The three types of ventilating ducts are made of special nylon reinforced PVC sheeting with diameters of 12 to 60 inches. They are used extensively in coal mines and other underground operations. The major advantages of the ducts are their lightness, strength and durability. In addition, the ducts are easily transported and installed. The first type, reinforced with internal steel rings, is used for forced ventilation. A second type is made in long lengths for forced ventilation in coal mines. A third style duct is adaptable to either blowing or suction ventilation and is externally reinforced by a spirally affixed steel wire.

The firm's hoses are manufactured of soft PVC and reinforced with wire. They can be adapted for numerous industrial uses including ventilation, conveyance of liquids or light solids, gases and chemicals and extraction of saw-dust. The advantages of these hoses are flexibility, lightness, chemical resistance, and easy installment. **File 1341-R.**

Agreement to distribute prepared frozen meals sought by Austrian firm

A Vienna distributor of glass, chinaware and kitchen equipment seeks a licensing agreement to distribute frozen prepared meals to caterers, institutions and other enterprises engaged in sizable feeding operations.

The firm claims that due to the general labor shortage in Austria and the difficulties encountered in feeding large numbers of tourists, a substantial market exists for frozen prepared meals. The Vienna company also states that preliminary research indicates the majority of Austrian restaurants, as well as all food wholesalers, are equipped with refrigerated equipment suitable for the storage of frozen meals.

The Austrian firm, which was established in 1894, operates offices and show rooms in one of Vienna's main trading districts. Annual sales are reported to be about $1 million.

U.S. companies interested in obtaining additional information about this opportunity should **write:** Wilhelm Frank, Grosshandlung, Zieglergasse 19, A-1072 Vienna, Austria. WTD.

U.S. licenses sought by two Dutch firms

Two Dutch manufacturers are looking for licenses to produce U.S. equipment in the Netherlands.

● An importer and manufacturer of such products for the **water treatment** industry as chemicals and machinery **seeks** a representation agreement and a **license or similar arrangement** with a U.S. company in this field. The Dutch firm distributes its products in the Netherlands and Belgium. **Write:** Home N.V., 221 Lekstraat, The Hague, The Netherlands. WTD.

● A manufacturer and importer of machinery for the **mining, petroleum, natural gas and plastics industries seeks to produce a broad range of equipment under license.** The well established Dutch firm is interested in making air water purifying equipment, internal transportation machinery, equipment for the petro chemical and other heavy industries and structural steel systems for skyscraper type buildings. Established in 1920, reportedly, it operates a modern well equipped plant and has around 160 employees. **Write:** N.V. Staalconstructie & Montagbouw "DEMY", 250 Rijksweg Noord, Geleen, The Netherlands. WTD.

Three German firms seek licenses to manufacture goods

Three German manufacturers are interested in licenses to produce industrial paints, stereo components and high-pressure ball valves for the mining industry.

● **A license to produce special industrial paints and enamels,** plus paints and marking materials for traffic signs and indicators, is sought by a paint manufacturer. The well established German company produces paints, enamels, varnishes, soldering and welding chemicals, resins and plastic products. It has approximately 200 employees, plus 16 traveling salesmen and reports annual sales of around $4.2 million. The German concern states it already has licensing agreements with U.S., Austrian, French, and Spanish companies. **Write:** Mainzer Lackfabrik Becker & Baeurle KG, Wohlerstrasse 2-6, Postfach 14, 6500 Mainz-Mombach, West Germany. WTD.

● **A license or similar arrangement to produce stereo components,** including amplifiers, is sought by a manufacturer of microphones and pick up arms for phonographs and amplifiers. The German firm's facilities include modern workshops, warehouses and a research and designing section. The company exports its products to European, Near Eastern and African countries. Annual sales are approximately $250,000 and the firm has about 40 employees. **Write:** FHS Piezo-Elektrische Werkstaetten GmbH, 30 Wevelinghoven, 4051 Hinsbeck, Germany. WTD.

● A large manufacturer of metal fittings and industrial tubing for use under extreme pressures seeks **a license to produce high-pressure ball valves** up to 5,600 p.s.i. for the mining industry. Established in 1935, the German company has approximately 800 employees, plus 50 traveling salesmen. It exports over 17% of its production to other European countries, South America, Australia and the Near East. The firm reports annual sales of $10 million. **Write:** Techno-Chemie Kessler & Co. GmbH, 6000 Frankfurt, Postfach 13381, Germany. WTD.

Belgian firm seeks license to make web steel joists

An Antwerp construction and engineering firm, specializing in roofing and the installation of industrial siding, seeks a license to manufacture web steel joists. The company claims this product is practically unknown in Belgium and should receive a good reception on the construction materials market.

Although the Belgian company is not a manufacturer, it does handle steel decks and siding, thermal insulation products and roofing materials. The firm believes the production of web steel joists would be a logical step in its development.

In addition, the company owns a 5-acre site in Roeselare, West Flanders, suitable for the erection of a small manufacturing facility. According to the Antwerp firm's manager, he anticipates no special problems in either financing the project or locating the necessary labor.

The manager of the Antwerp firm plans a 4-week visit to the United States, arriving in New York about March 27. During this trip, he would like to discuss licensing arrangements with U.S. companies responding to this announcement.

U.S. firms interested in arranging appointments with the Belgian executive should **write** or **call:** Mr. Hugo Goossens, Hotel Lexington, Lexington Ave. and 48th St., New York, N.Y., on or immediately after March 27.

Joint venture proposed by Argentine company to make charcoal briquets

A recently established Buenos Aires firm proposes a joint venture with an experienced U.S company to manufacture charcoal briquets for the Argentine market. Particularly sought of a U.S. participant in the project are technical assistance and merchandising expertise.

The new concern has been organized by a group of companies in the forest products industry who reportedly own approximately 4.5 million acres of land in northeast Argentina.

Plans call for establishing a briquet plant in the Province of Buenos Aires with a 50-ton daily capacity. Briquet dimensions would be 2″ x 2″ x 1¼″, about the size of a large egg. Components would consist of elaborated charcoal mixed with starch or another adhesive. This mixture would be pressed into briquets consistent enough to withstand shipment and commercial handling, packaged in paper bags and sold in the reportedly rapidly growing Argentine market for camping, home barbecuing and picnic supplies. According to the firm, the fuels currently used in these areas are kerosene or wood.

To obtain additional details about this opportunity, interested U.S. companies should **write:** Briquenor S.A.C.I.F.I., Matheu 958, Buenos Aires, Argentina. WTD.

French companies want U.S. licenses

Two French companies are seeking licensing agreements, one to manufacture paints and varnishes and the other to make heavy machinery.

A manufacturer of paints, varnishes and related items seeks to make similar products under a licensing arrangement with a U.S. company. The French firm is also interested in purchasing paints and paint manufacturing machinery.

Established in 1949, the company specializes in the production of metallic paints, enamels, shellac driers, varnishes, lacquers and titanium dioxide. It has 48 employees, plus 6 traveling salesmen. The firm reports 1965 sales of approximately $1 million.

For further information interested U.S. firms should **write:** Vernis Bichon S.A., rue Moisson des Roches, Montbrison, Loire, France. WTD.

A large French manufacturer seeks U.S. licensing rights to make machinery for the plastic, paper and rubber industries, and other heavy and bulky types of equipment including earth-moving and civil engineering equipment. The firm currently specializes in the manufacture of mining and sintering equipment; armored, tray and belt conveyers; other continuous mechanical handling equipment; machinery for making steel cable and special order components for the chemical and other industries.

Established in 1912, the French firm reportedly does around $7 million worth of business a year and has 500 employees plus 25 salesmen. Firms interested in discussing licensing arrangements with the French concern should **write:** Societe Stephanoise de Constructions Mecaniques, 2 rue Achille, 42-Saint Etienne, France. WTD.

Swiss firm seeks venture for ready-made clothing

A medium sized Zurich firm that designs and manufacturers ladies dresses and employs about 60 persons seeks a joint venture with a U.S. firm in the same field. The arrangement would include the exchange of designs and the importation of ready-made ladies dresses by the Swiss firm.

To obtain details **write:** Franz Heusser, Walchestrasse 11, 8006 Zurich, Switzerland. WTD.

World Trade Opportunities

Iraq calls for bidders on construction project

Architects cite extensive plans for Baghdad University campus

The Ministry of Municipalities and Works invites bidders and civil engineers registered or intending to register in Iraq to participate in bidding for construction of University of Baghdad which will include following items: Mosque of the University, Library, eight classes and lecture halls, general services at site such as water supply, irrigation, sewage, electricity, and all works stated in tender documents.

Only contractors who have previous experience executing works of similar nature and magnitude should apply for tender documents which can be purchased from the following departments: Directorate General of Bldgs. (Main Projects Section), Karkh, Salhiya, Baghdad; Iraqi Embassy, Cairo; Iraqi Embassy, Beirut; Iraqi Embassy, London; the Iraqi Embassy, Tokyo; and also from Messrs. Architects Collaborative International, Ltd., Via Gorizia 24-C, Rome.

Price of tender documents is $700.000, nonrefundable, and bidders should notify Directorate General of Bldgs. of their intention to participate within three months of purchase date.

Bids must accompany preliminary deposit of $210,000. Offers must be submitted in sealed envelopes marked, "Tender No. 4, University of Baghdad", to the Secretariate of Tender Committee. Ministry of Municipalities and Works, Baghdad, by registered airmail by 12 p.m. July 18.

Cairo plans waterworks, needs equipment bidders

The Great Cairo Water Co. will construct a modern water-works in north east Cairo, with pipeline to cope with immediate and future demands for treated and raw water for domestic and garden irrigation purposes for the city of Cairo. The total output of the complete waterworks will be 100 million gals. daily (mgd) of treated water, with the possibility of increasing to 125 mgd, and 15 mgd of raw water.

A contract will be awarded for the supply of mechanical and electrical equipment for the filtration plant and pumping stations generating station and workshop; and supervision of installation and maintenance for a period of two years.

Deadline for the receipt of bids is May 8.

Copies of tender documents may be obtained from the Great Cairo Water Co., 34 Galaa St., Cairo, for $140 (50 pounds Sterling) which must be paid to the company's account at the Cairo Bank, 19 Adly St., Cairo.

A copy of the "Brief Technical Specifications" for the project may be obtained from the Water Industries & Engineering Services Div. Rm. 4111 Dept. of Commerce, Washington, D.C. 20230.

Libya seeks tenders on water supply network

The Barce Reconstruction Org., 55 Omar Mukhtar St., Benghazi, invites tenders for the construction of a water supply network in the new town of Barce (the Libyan Al Merj). The project includes the supply and layout of water pipe and equipment to service a planned population of 20,000.

Tenders should be accompanied by a deposit of two percent of the total value, which would be increased to five percent if the tender is accepted, either in cash or by letter of credit from a Libyan bank.

The deadline for submission of tenders is 11 a.m., Apr. 12.

Tender documents are available from the issuing authority on payment of $2.80, not refundable. Correspondence may be in English or Arabic.

Australia plans purchase of radio link equipment

Aviation branch issues tender on Duplex Solid State terminals

The Dept. of Civil Aviation, has issued Tender No. C67/22, for Duplex Solid State Terminal Equipment.

Bid deadline is 2 pm May 16.

Bid should offer six duplex, duplicated solid state 450 MHZ radio terminals, 24 channel capacity equipment for each terminal shall consist of two transmitters, two receivers, each with capacity of 24 plus one order-wire voice frequency channels simultaneously, a four wire control channel between all terminals and repeaters, and a baseband combiner. Offers of alternatives to the specifications will be accepted.

Copies of tender announcement and specifications are available from the Secretary, Central Contract Board, Dept. of Civil Aviation, 3d Floor, Sanderson House, 505 Little Collins St., Melbourne, C.1., Victoria, or on a short-term basis to firms located in the U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Lebanon needs engineering bids on low-cost housing construction

The Ministry of Labor and Social Affairs plans to invite bids for both preparation of detailed engineering studies and construction and financing of 4,000 units of low-cost houses in Lebanon. Companies wishing invitations to participate should send application for bidding, technical and financial qualification documents, and list of similar works performed to: Service de L'habitat, Ministry of Labor and Social Affairs, Badaro St., Lebanon.

Closing date for applying is 12 p.m., Apr. 10. This project will be extended in the future to 40,000 units of which 4000 will be constructed each year.

Kuwait discloses plans for new sewage system

Government needs contractors to send qualifying certificates

The Ministry of Public Works, Roads and Sewerage Dept., Kuwait, invites contractors to register for supply of equipment and construction of three modern sewage disposal systems for Kuwait villages of 200, 40, and 10 thousand populations. This project is the final phase of $90 million Kuwait sewage scheme, and will include all sewage networks, pumping stations and treatment plants, together with maintenance and operation. Tender documents for the project will be distributed by May 15 and bids will be submitted by July 15.

Interested contractors should send through their agent in Kuwait information showing full details of past experience, with particular reference to sewage treatment works, and submit photostatic copies of at least two certificates from acting officials of similar installations executed by the contractor which have been working for at least five years. They must submit also a list of manufacturers who deal with the contractor and their specialization and standards of manufacture. Association with a Kuwaiti agent is a precondition for acceptance of a firm's registration and bid.

Applications for prequalification must be submitted by Mar. 27.

Australia invites suppliers' bids on flight information equipment

The Dept. of Civil Aviation, Commonwealth of Australia, has issued Tender No. C67/23, for supply of complete flight information System (less amplifiers).

Bid deadline is 2 pm June 7.

Bid should offer a passenger flight information system consisting of a closed circuit T.V. display, a computer, a projector type display, input typewriters, control equipment, remote transmission equipment for city terminal, etc.

Copies of tender announcement and specifications are available from the Secretary, Central Contract Board, Dept. of Civil Aviation, 3d Floor, Sanderson House, 505 Little Collins St., Melbourne, C.1., Victoria, or on a short-term basis to firms located in the U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iran cites late May deadline on white cellulose filter bids

The Iranian Tobacco Monopoly, Tehran, has issued a request for bids with a deadline of May 29 for 62 million rods of pure white cellulose filter. A sample and copies of tender, specifications and conditions are available on a loan basis to firms located in the United States from the Chemicals & Allied Products Div., Business & Defense Services Admin., Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3529).

Libya seeks new plant for cement production

Government picks Benghazi site, plans for resource, power needs

A Libyan firm, Cyrenaica Cement Co., wishes to import a complete cement production plant on a turnkey basis with a management contract for post-construction operation. The plant, to be built near Benghazi, is to have a production capacity of 600 tons per day with production to increase to 1,800 tons per day in three years. All capital is available in Libya.

Raw materials have been located in Libya and are surveyed. A report will be available showing presently known analyses of the deposits. Power and water are available in nearby areas. It is planned that American technicians will run the plant initially with the provision that Libyans be trained to take over plant operations. The company building the plant will have an option to acquire an equity in the plant if they so desire.

Write: Cyrenaica Cement Co., P.O. Box 114, Benghazi. WTD in preparation.

Malagasy calls for aid with fruit, produce plant

The Malagasy Government through the Bureau for Promotion of Industrial Development (BDPI) is interested in United States participation in a project for dehydrated fruit and vegetable plant. The PDPI has in mind production of dehydrated fruit and vegetables for reconstitution or use in powdered soups, jams, etc.

The Government is particularly interested in working with an American machinery exporter which could provide plant equipment, technical assistance, quality control guidance and would be interested in importing the dehydrated products for sale on American or world markets.

Write: Mons. G. Ramenason, Directeur, Bureau de Developpement et de Promotion Industriels, Boite Postale 3180, 33 Rue de Liege, Tananarive, Madagascar.

Korea invites bidders on scientific devices

Korea is offering a tender for 56 categories of electric and mechanical measuring, laboratory and research instruments including: dynamometers, hoist devices, watthour meters, resistors, rheostats, lamps, ammeters, tension meters, oscillators, voltmeters, dial tension gauges, micrometer calipers, polyscopes, magnet bases, detectors, etc.

The tender number is KFX-7014-S and the bid deadline is Apr. 6. Bids should be submitted to the Office of Supply, Govt. of the Republic of Korea, Seoul.

Tender terms and specifications are available on loan to firms located in the United States from Scientific, Photographic & Business Equipment Division, BDSA-666, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2939).

Korea issues tenders on radio equipment, parts

Government plans to purchase variety of measuring equipment

The Ministry of Communication, Govt. of the Republic of Korea, has issued Tender No. KFX-7017-S, for radio interference and field intensity measurement equipment.

Bid deadline is 2 pm Apr. 12.

Bid should offer two field intensity meters, four radio frequency counters, two HF mobile antenna sets, two SSB transceivers, four HF monitoring receivers, two VHF monitoring receivers, two bandwidth meters, three antenna multicouplers, four carrier derration meters, one video transmission signal generator, six pages of approximately three thousand tubes, diodes, and transistors, three HF radio warning receivers, one field strength meter, one synchroscope, one film processor, one digital synchronometer, one capacitance measuring equipment, two decade attenuators, one incremental-inductance bridge, one installations for quartz crystal manufacturing system plus crystal blanks and associated test equipment.

Copies of tender announcement and specifications are available from the Office of Supply, Govt. of the Republic of Korea, Seoul, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iraq desires purchase of direction finder units

The Ministry of Defense, Govt. of Iraq, has issued Tender No. SIG 31-965, for transportable long range H.F. direction finder stations.

Bid deadline is May 20.

Bid should offer three transportable 100 mile range high frequency direction finder stations. Frequency 1-30 MC/S fully automatic bearing indication, preferably transistorized and tropicalized. Complete with three year maintenance spare parts. Installed on 4-wheel trailers (less towing car), antenna: Compact field Adcock or equivalent. Field power unit to be supplied.

Copies of tender announcement and specifications are available from the Directorate of Contracts & Purchases, Ministry of Defense, Baghdad or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

Malagasy requests bids to build, run textile mill

The Malagasy Government is seeking firms interested in construction and operation of a textile mill in Madagascar. The government bureau which made preliminary studies, the Bureau for the Promotion of Industrial Development (BDPI), has projected a mill with an immediate annual capacity of 1,500 metric tons of finished cotton or cotton and synthetic cloth with the possibility of expansion to 2,800 metric tons. The study, in French, available from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230, calls for cloth weight of 50 by 50 (metric number).

Capital investment is estimated at 8.5 million dollars with Malagasy Government capital participation assured through National Investment Society. The amount of participation is subject to negotiation and it is conceivable it could be in excess of 50% if desirable.

Write: Mons. G. Ramenason, Directeur, Bureau de Developpement et de Promotion Industriels, Boite Postale 3180, 33 Rue de Liege, Tananarive, Madagascar.

Malaysia asks bids on steel roller gates

The Director of Drainage and Irrigation, Ministry of Agriculture and Cooperatives, Gov't. of Malaysia, Kuala Lumpur, invites tenders from approved international contractors for the design, fabrication, delivery, and supervision of installation of seven units of 45 ft. width, 20 ft. height steel roller gates, and two units of 30 ft. width and 20 ft. height steel roller lock gates, complete with electrically operated hoisting equipment for the tidal barrage on Sungei Kedah at the Muda Irrigation Project.

Closing date for submitting bids is 12 p.m. Apr. 10. Tender documents and plans may be obtained from the Director, The Drainage & Irrigation Div., Ministry of Agriculture and Cooperatives, Kuala Lumpur, Malaya.

Brazil seeks communication bids to supply, install, operate system

The Empresa Brasileira de Telecomunicacoes-EMBRATEL, (a Brazilian Government Agency), has issued Tender No. 01/67, for installation and temporary operation of telecommunications system. Bid deadline is June 1.

Bid should offer complete telecommunications system linking Belo Horizonte and Recife (via Salvador).

Copies of specifications in Portuguese are available from EMBRATEL, Av. Presidente Vargas 542, 20° andar, Rio de Janeiro ZC-00, GB, or on a short-term loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

World Trade Opportunities Continued to page 40

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

PORTUGAL—White and yellow corn, sorghum, wheat, cargo/brown rice, soy beans. Rimex—Soc. de Representacoes, Importacoes e Exportacoes, Lda. (importer, exporter, sales agent), Av. Duque de Loule 77-7° Dto., Lisbon. WTD in preparation.

201 Meat products

★★ **LIBYA**—Frozen meat for sale in retail outlets. Transmediterranean Trading Agency (commission agent), P.O. Box 2344, Tripoli. WTD 10/26/66.

NETHERLANDS—Hog bristles, cattle tail hair, etc. for use in manufacture of brushes, mattresses, cushions for motor vehicle industry. Direct purchase and agency. Jac. G. Boon (importer, wholesaler, exporter), Rijnstraat 4b or P.O. Box 29, The Hague. WTD 2/13/67.

PORTUGAL—Frozen pork. Rimex-Sociedade de Representacoes, Importacoes e Exportacoes, Lda. (importer, exporter, sales agent), Av. Duque de Loule 77-7° Dto., Lisbon. WTD in preparation.

202 Dairy products

HONDURAS—Powdered and condensed milk. Distribuidora Astro de Centro America, S. A. de C. V. (importer, distributor), Miguel Facusse, Manager, Apartado Postal No. 684, Tegucigalpa. WTD 2/67.

PORTUGAL—Powdered skim milk, whole milk; butter. Rimex—Sociedade de Representacoes, Importacoes e Exportacoes, Lda. (importer, exporter, sales agent), Av. Duque de Loule 77-7° Dto., Lisbon. WTD in preparation.

203 Canning, preserving foods

HONDURAS—Canned fruits, vegetables. Direct purchase and agency. Distribuidora Astro de Centro America, S. A. de C. V. (importer, distributor), Miguel Facusse, Manager, Apartado Postal No. 684, Tegucigalpa. WTD 2/67

★★ **LIBYA**—Canned fruits, vegetables. Tsciuba (commission agent), Sciara Omar Mukhtar, P.O. Box 23, Benghazi. WTD in process.

★★ Frozen fish, packaged, for sale in retail outlets. Transmediterranean Trading Agency (commission agent), P.O. Box 2344, Tripoli. WTD 10/26/66.

★★ Canned fruit, vegetables, seafood. Zarrugh Company (importer), Sciara Ghzer, P.O. Box 40, Benghazi. WTD 3/21/66.

204 Grain mill products

● **COLOMBO**—Starch in powder form for paper sizing, 30 tons, packed in new jute bags. Bid deadline May 10. Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo 7.★ (Telephone: 202-WO 7-4400).

★★ **LIBYA**—Rice, brown and milled. Fidelity Trading Agency (commission agent, importer), P.O. Box 1419, Benghazi. WTD in process.

★★ Wheat flour. Fidelity Trading Agency (commission agent, importer), P.O. Box 1419, Benghazi. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

205 Bakery products

HONDURAS—Cookies. Distribuidora Astro de Centro America, S. A. de C. V. (importer, distributor), Miguel Facusse, Manager, Apartado Postal No. 684, Tegucigalpa. WTD 2/67.

207 Confectionery

HONDURAS—Candies. Direct purchase and agency. Distribuidora Astro de Centro America, S. A. de C. V. (importer, distributor), Miguel Facusse, Manager, Apartado Postal No. 684, Tegucigalpa. WTD 2/67.

209 Food preparations

WEST GERMANY—Halibut liver oil with guaranteed vitamin A content, cod liver oil, neat's foot oil, sperm oil, and sweet almond oil. Direct purchase and agency. Bremer Tran- & Oelhandel Henry Lamotte (importer, exporter, wholesaler, processor), 28 Bremen, P.O. Box 1916. WTD in preparation.

220 Textile mill products

GERMANY—Modern high-quality curtains, drapery fabrics. Requests price quotations c.i.f. Rotterdam. Requests replies in German. W. Schroeer, Die Einrichtung (importer, exporter, retailer, wholesaler), 135 Alte Linnerstrasse, Postfach 2627, 415 Krefeld. WTD 3/2/67.

SWEDEN—All kinds of broad-woven fabrics for garment, other industries. Direct purchase and agency. Agenturfirman Pal Palsson (agent), Skolgatan 43, Box 286, Boras 1. WTD 3/6/67.

221 Broad woven fabric mills, cotton

SWITZERLAND—Cotton fabrics, draperies for hotel trade. Albert Christen (importer, distributor), 2544 Bettlach. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

SWITZERLAND—Modern fabrics, draperies for hotel trade. Albert Christen (importer, distributor), 2544 Bettlach. WTD in preparation.

225 Knitting mills

AUSTRIA—Knitted underwear, outerwear for men, women, children. Direct purchase and agency. Requests replies in German. J. & W. Ladstaetter (importer, wholesaler, manufacturers' representative), Gumpendorferstrasse 72, A-1061 Vienna. WTD 8/8/66.

Knitwear for men, women, children. Direct purchase and agency. Nedwid & Co. (importer, wholesaler), Mariahilferstrasse 85-87, A-1061 Vienna. WTD 9/13/66.

228 Yarn, thread mills

SWEDEN—All kinds of yarns. Direct purchase and agency. Agenturfirman Pal Palsson (agent), Skolgatan 43, P.O. Box 286, Boras 1. WTD 3/6/67.

229 Textile goods

★★ **LIBYA**—Sisal rope. Tsciuba (commission agent), Sciara Omar Mukhtar, P.O. Box 23, Benghazi. WTD in process.

SWITZERLAND—Linen, draperies, curtains for hotel trade. Albert Christen (importer, distributor), 2544 Bettlach. WTD in preparation.

230 Apparel

AUSTRIA—Garments of all kinds, including foundation garments and night wear. Request replies in German. Direct purchase and agency. J. & W. Ladstaetter (importer, wholesaler, manufacturers' representative), Gumpendorferstrasse 72, A-1061 Vienna. WTD 8/8/66.

231 Men's, youths', boys' suits, coats, overcoats

★★ **LIBYA**—Youths' and boys' (teenage) suits, suitable for Mediterranean climate. Gaspar & Co. (importer), P.O. Box 2167, Tripoli. WTD in process.

232 Men's, youths', boys' furnishings, work clothing

★★ **LIBYA**—Men's khaki slacks, shirts, short and long slacks, neckties. Abdulati Neihum (retailer), P.O. Box 127, Benghazi. WTD in preparation.

233 Women's, misses', juniors' outerwear

★★ **LIBYA**—Women's, children's clothing, all sizes, suitable for Mediterranean climate. Tarbah Trading Agency (importer), Scaira Omar Mukhtar, P.O. Box 100, Benghazi. WTD 4/19/66.

Women's outerwear, all sizes, weight suitable for Mediterranean climate. African Foreign Trade Assn. (importer), 310 Sciara Omar Mukhtar, P.O. Box 884, Tripoli. WTD in preparation.

Misses' and juniors' (teenage) dresses, suits, skirts suitable for Mediterranean climate. Gaspar & Co. (importer), P.O. Box 2167, Tripoli. WTD in preparation.

PORTUGAL—Women's, misses' paper dresses. Direct purchase and agency. Hermespor-Agencia Portuguesa de Exportacao, Lda. (importer, exporter, sales agent), Rua da Madalena 80-3° Dto., Lisbon. WTD 6/2/66.

SWITZERLAND—Fashionable ladies' dresses of all kinds. Direct purchase and agency. Franz Heusser (manufacturer, importer, agent, distributor), Walchestrasse 11, 8006 Zurich. WTD 3/6/67.

234 Women's, misses', children's, infants' undergarments

★★ **LIBYA**—Gift sets, other clothing for babies. Tarbah Trading Agency (importer), Sciara Omar Mukhtar, P.O. Box 100, Benghazi. WTD 4/19/66.

Infants' undergarments of all kinds. The Bee General Trading Agency (importer), P.O. Box 501, Benghazi. WTD in preparation.

Women's undergarments, all sizes. African Foreign Trade Assn. (importer), 310 Sciara Omar Mukhtar, P.O. Box 884, Tripoli. WTD in preparation.

236 Girls', children's, infants' outerwear

★★ **LIBYA**—Infants' outerwear of all kinds. The Bee General Trading Agency (importer), P.O. Box 501, Benghazi. WTD in preparation.

239 Fabricated textile products

UGANDA—Sleeping bags, tents. Uganda Hunting & Fishing Ltd. (importer, retailer), P.O. Box 3263, Kampala. WTD 2/67.

249 Wood products

UGANDA—Life preservers (cork). Uganda Hunting & Fishing Ltd. (importer, retailer), P.O. Box 3263, Kampala. WTD 2/67.

251 Household furniture

GERMANY—Modern furniture of metal, wood, and upholstered furniture. Requests price quotations c.i.f. Rotterdam. Requests replies in German. W. Schroeer, Die Einrichtung (importer, exporter, retailer, wholesaler), 135 Alte Linnerstrasse, Postfach 2627, 415 Krefeld. WTD 3/2/67.

259 Furniture, fixtures

SWITZERLAND—Office and household fixtures. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

261 Pulp mills, products

TAIWAN—Breached and unbreached kraft pulp. Requests replies with price quotations c.&f. Keelung. Direct purchase and agency. Wilson Co., Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD in preparation.

262 Paper mills, products

AUSTRALIA—Newsprint. Kodiak Packaging Materials Co. (importer, wholesaler, manufacturer), 111 Wicks Rd., North Ryde, N.S.W. WTD 11/8/66.

AUSTRIA—Special paper for technical drawing rooms; artists' papers. Direct purchase and agency. Woess & Co. (importer, wholesaler, manufacturers' agent), Schuetzengasse 25, A-1030 Vienna. WTD 2/67.

● **IRAN**—250 tons high quality white paper and 100 tons coarse white paper in bobbins of 295-613 mm. width, with a basis weight of 90 grs. per sq. meter (± 2 gs.). Tender No. 112426, bid deadline May 31. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3530).

263 Paperboard mills, products

ENGLAND—Paper and paperboard, particularly kraft liner. Direct purchase and agency. J.S.M. Stewart and Co., Ltd. (agents), 30/34 New Bridge St., London, E.C.4. WTD 2/14/67.

264 Converted paper, paperboard products

AUSTRALIA—Paper, including but not limited to acid-free, grease-proof, tissue, laminated, coated and especially packaging. Kodiak Packaging Materials Co. (importer, wholesaler, manufacturer), 111 Wicks Rd., North Ryde, N.S.W. WTD 11/8/66.

LIBYA—Stationery and other paper supplies for small printing operation. Junes, Import-Export, 131 Sciara Mizran, P.O. Box 658, Tripoli. WTD in preparation.

281 Industrial chemicals

● **BURMA**—Ammonium hydroxide, 720 x 2 kilo. bottle, A.R. Sp.Gr.0.88. Tender No. 117(T)PBI/66-67. Bid deadline Mar. 30. Chairman, People's Bawdwin Industry, 104 Strand Rd., P.O. Box 801, Rangoon. (Telephone: 202-WO 7-5498).

Textile chemicals and auxiliaries including acetic acid, 20,000 lbs., drums; bleaching and whitening agent, 10,000 lbs., 50 k.g. drums; caustic soda flakes, 50,000 lbs., 50 kg. drums; hydrochloric acid, tech., 35,000 lbs., 25 lbs. jars; sodium acetate, tech., crystals, 20,000 lbs., 50 kg. bags; sodium nitrite 98%/99%, 12,000 lbs., 50 kg. bags; sodium hydrosulphite, 109,000 lbs., 50 kg. drums; soda ash, light, 40,000 lbs., 100 kg. bags; turkey red oil, 70,000 lbs., 50 kg. drums; tylose MN, 20,000 lbs., 50 kg. drums and 13 other chemicals. Tender No. MEIC/TPC/T-2/66-67. Bid deadline Apr. 8. Gov't. of the Union of Burma, Myama Export Import Corp., Import Div., Chemicals and Dyes Section, 577 Merchant St., Rangoon. Copies of tender available from the Chemicals & Allied Products Div., Business & Defense Services Adm., U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5498).

Disperse dyestuffs, 26 in all, quantity range from 30 to 270 lbs., packed in one lb. containers; Azoic dyestuffs, 27 in all, quantities range from 14 to 50,000 lbs., packed in one lb. containers and 50 kg. drums. Tender No. MEIC/11/TPC/T-1/66-67, bid deadline, Apr. 8. Mgr., Chemicals & Dyes Section, Import Div., Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2067).

ITALY—Beta-pinen. RESITAL—Industrie Chimiche (manufacturer, agent), 42 Via Amendola, Rovigo. WTD 3/6/67.

Fumaric acid; aluminum oxide not calcined, with high degree of purity and suitable for production of aluminum sulphate used in paper industry. Bertelli & C. S.N.C. (manufacturer),

Via Ciarpi, Porcari (Lucca). WTD 3/6/67.

★★ **LIBYA**—Chemicals to purify water for drinking; water to be purified 6,000 to 38,000 ppm (parts per million) total dissolved solids with additional 100 ppm hydrogen sulfide. Sahara Oilfield Service Co. of Libya, Ltd. (importer), P.O. Box 800, Tripoli. WTD 7/6/66.

SWITZERLAND—Chemical raw materials, intermediates. Chemische Fabrik Schweizerhall AG (manufacturer, importer, distributor), Attn.: Mr. Roman Strub, Elsasserstrasse 229, 4000 Basel. WTD 8/29/66.

282 Synthetic materials

KUWAIT—Plastic base interior wall coating either spray or roller applied; must be washable, scratch, stain resistant. Direct purchase and agency. Kontra Ltd. (importer, retailer, wholesaler, commission agent), P.O. Box 5560, Kuwait. WTD 9/1/66.

SWEDEN—All kinds of man-made fibers for textile, other industries. Direct purchase and agency. Agenturfirman Pal Palsson (agent), Skolgatan 43, P.O. Box 286, Boras 1. WTD 3/6/67.

283 Drugs

● **IRAQ**—Comprising 30 items, including vitamin C 100 mg., 1,000,000 tablets; chloroform, 200 kg.; sulfacetamide ophthalmic drops 10%, 10 cc., 10,000 bottles; penicillin-streptomycin combination for adult use, 400,000 vials; procaine penicillin 400.000 I.U., 150,00 vials; streptomycin 1 gm., 300,000 vials; activated charcoal powder, 30 kg.; and magnesium trisilicate, 500 kg. Also, blood collection sets, 500 units; and solution administration sets, 500 units. Tender No. MED. 1-967, bid deadline May 6. Tender documents may be obtained from the Embassy of Iraq, Military Attache, 3510 Garfield St., N.W., Washington, D.C. 20007.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Cosmetic creams, lotions, oils, synthetic dyes, related products suitable for sale to beauty parlors, barber-shops. Direct purchase and agency. Meunier (etablissements Rene), (wholesalers), Boite Postale No. 40; 24 Rue du Marche; 86-Poitiers. WTD 2/67.

★★ **LIBYA**—Cosmetics of all kinds. Zarrugh Company (importer), Sciara Ghzer, P.O. Box 40, Benghazi. WTD 3/21/66.

★★ Cosmetics, skin cream, shampoo, hair cream for women. The Bee General Trading Agency (importer), P.O. Box 501, Benghazi. WTD in preparation.

★★ Cosmetics, lipsticks, face creams. Tarbah Trading Agency (importer), Sciara Omar Mukhtar, P.O. Box 100, Benghazi. WTD 4/19/66.

285 Paints, varnishes, lacquers, enamels

★★ **LIBYA**—Complete line of paint, including indoor and outdoor paint. Ettumico (importer), 158 Sciara 24 December, P.O. Box 591, Tripoli. WTD 7/6/66.

Paints, lacquers, linseed oil, including aerosol spray paint. Regeb Arara & Company (importer), 29 Sciara Saed Zaghlul, P.O. Box 266, Tripoli. WTD in process.

Household paint, indoor and outdoor. Haddad Company (importer, wholesaler), P.O. Box 72, Benghazi. WTD in process.

287 Agricultural chemicals

● **GREECE**—Organic phosphate insecticides, 125 metric tons: Dimethoate, lebaycide, diazinon, formothion, phosphamidon, malthion, endocide, dipterex, dimetilan, fitios, biorin and bromophos, Tender No. C/77/67. Bid deadline Apr. 7. Direction General of Procurements, Ministry of Commerce, 50 Socrates St., 4th Fl., Athens. Copies of tender available from the Chemicals & Allied Products Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5498).

● **SUDAN**—Urea, granular or prilled, 45/46% nitrogen, containing not more than 1.5% biuret, 48,600 metric tons. Tenders to be submitted to cover the following quantities separately: 5,600, 7,000, 8,000, 10,000, 18,000 and 48,600 tons. Delivery at Port Sudan during Sept., Oct., and Dec. 1967/Jan. and Feb. 1968. Tender reference, SGB/SUP/10-A, bid deadline Apr. 10. Tenders to be sent to the Asst. General Manager, Supplies, The Sudan Gezira Board, Barakat, Republic of the Sudan.★ (Telephone: 202-WO 7-3465).

289 Chemical products

★★ **LIBYA**—Liquid bleach, household. Tsciuba (commission agent), Sciara Omar Mukhtar, P.O. Box 23, Benghazi. WTD in process.

291 Petroleum refining

● **GREECE**—Lubricating oils and greases, estimated quantity 600,000-KG, estimated value #88,000. Tender No. 500, bid deadline not set. Bidding will take place at 12 p.m. in the office of Land Reclamation Service of the Ministry of Agriculture (Kingdom of Greece), Rm. 304, 60 Kolokotrini St., Athens, when date is announced.★ (Telephone: 202-WO 7-2355).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

301 Tires, tubes

★★ **LIBYA**—Auto tires, all sizes. Regeb Arara & Company (importer), 29 Sciara Saed Zaghlul, P.O. Box 266, Tripoli. WTD in process.

302 Rubber footwear

ITALY—Rubber shoes for sports, tennis, basketball, boating. Leonardo Tommasini (importer, retailer), Via Mazzini 37-39, Trieste. WTD 1/67.

307 Plastics products

AUSTRIA—Cellophane, cellulose acetate, polyethylene, polypropylene, other plastics film for packaging industry. Dipl. Ing. Karba, Komm.Ges. (manufacturer), Hernalser Hauptstrasse 130, Postfach 46, A-1171 Vienna. WTD 2/67.

Valves for ventilating equipment, made of plastic material, 100 to 125 millimeters of diameter. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), Semmelweisstrasse 97a, A-4044 Linz-Urfahr. WTD 9/1/66.

★★ **LIBYA**—Vinyl floor tile. I. L. Co. (International Libyan Co. for Commerce & Construction) (importer), 6 Sciara Baladia, P.O. Box 60, Tripoli. WTD in preparation.

SWITZERLAND—Novel articles, kitchen and household ware, office articles, plastic moldings used in connection with electrical material. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

311 Leather tanning, finishing

SWEDEN—Leather for clothing manufacture. Skinnklader (manufacturer, retailer), G. Lundberg, Raslatt, Malsryd. WTD 3/6/67.

322 Glass, glassware

GERMANY—Glass and crystal wares, table and kitchen articles, commercial and household. Requests price quotations c.i.f. Rotterdam. Requests replies in German. W. Schroeer, Die Einrichtung (importer, exporter, retailer, wholesaler), 135 Alte Linnerstrasse, Postfach 2627, 415 Krefeld. WTD 3/2/67.

SWITZERLAND—Glass, crystal wares, table, kitchen wares. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

324 Cement, hydraulic

★★ **LIBYA**—Cement for use in construction. I.L. Co. (International Libyan Co. for Commerce & Construction) (importer), 6 Sciara Baladia, P.O. Box 60, Tripoli. WTD in preparation.

326 Pottery, related products

GERMANY—Earthenware, decorated and undecorated; china; ceramic articles; all table and kitchen wares, commercial and household. Requests price quotations c.i.f. Rotterdam. Requests replies in German. W. Schroeer, Die Einrichtung (importer, exporter, retailer, wholesaler), 135 Alte Linnerstrasse, Postfach 2627, 415 Krefeld. WTD 3/2/67.

SWITZERLAND—China, ceramic articles, table, kitchen wares. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

GHANA—Asbestos sheets. Olympic. Ltd. (importer), P.O. Box 3936, Accra. WTD in preparation.

★★ **LIBYA**—Asphalt Floor Tile. I.L. Co. (International Libyan Co. for Commerce & Construction) (importer), 6 Sciara Baladia, P.O. Box 60. Tripoli. WTD in preparation.

SWITZERLAND—Diamond wheels for cutting stone (granite). Sury AG (importer, distributor), Bernstrasse 124, 3052 Zollikofen-Bern. WTD in preparation.

331 Steel mill products

● **BURMA**—Tinplate: 325 tons hot dipped 18¾" x 28" x 203 lbs. to 20" x 30" x 224 lbs., 112 sheets per bundle; 437 tons electrolytic 18¾" x 28" x 203 lbs. to 20" x 30" x 224 lbs., 560 sheets per bundle. Tender No. MEIC/18/T.104/67, bid deadline Apr. 11. Divisional Manager, Myanma Export Import Corp. (Import Division), 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

★★ **LIBYA**—Light steel bars. I.L. Co. (International Libyan Co. for Commerce & Construction) (importer), 6 Sciara Baladia, P.O. Box 60, Tripoli. WTD in preparation.

★★ Deformed steel bars. Gaspar & Co. (importer), 93 Sciara Magarba, P.O. Box 2167, Tripoli. WTD in process.

★★ Galvanized steel water pipe. Haddad Co. (importer, wholesaler), P.O. Box 72, Benghazi. WTD in process.

342 Cutlery, hand tools, general hardware

● **BURMA**—Supply of carpenter's tools, in various sizes and quantities, including: chisels, saws, hammers, pincers, pliers, cutters, etc. Tender No. MEIC/13/T-118/66-67. Bid deadline Apr. 7. Mgr., Machinery, Equipment Tools & Spares-3 Myanma Export Import Corp. (Import Div.), 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

Supply of various sizes and quantities of hand tools, including: wrenches, spanners, jacks, etc. Tender No. MEIC/13/T-248/66-67. Bid deadline Apr. 8. Mgr., Machinery, Equipment, Tools & Spares-3, Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

Supply of various sizes and large quantities of shovels. Tender No. MEIC/13/T-246/66-67, bid deadline Apr. 8. Mgr. Machinery, Equipment, Tools & Spares-3, Myanma Export Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

★★ **LIBYA**—Complete building hardware line. Gaspar & Co. (importer), 93 Sciara Magarba, P.O. Box 2167, Tripoli. WTD in preparation.

Small hand tools. Haddad Co. (importer, wholesaler), P.O. Box 72, Benghazi. WTD in process.

SWEDEN—Locks, hinges, similar builders' hardware. AB Karlstads Jarnmanufaktur (wholesaler, importer), Hagalundsvagen 32, Karlstad. WTD 6/7/66.

SWITZERLAND—Assorted hand tools, household cutlery, general hardware lines, novel articles; also for office use. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

343 Heating apparatus, plumbing fixtures

AUSTRIA—Chromium-plated fixtures for water outlets in bathrooms and kitchen, such as faucets, shower heads, no bathroom accessory equipment. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), Semmelweisstrasse 97 a, A-4044 Linz-Urfahr. WTD 9/1/66.

PORTUGAL—Stainless steel kitchen sinks. Direct purchase and agency. Mr. Pires Vitoria (importer, sales agent), Apartado 90, Faro. WTD in preparation.

344 Fabricated structural metal products

● **BURMA**—On behalf of the Myanma Export-Import Corp., bids are now being invited for supply of the following hardware stores: 850 rft R.S.J. (beams) 15″ x 6″, 45 lbs. per ft.; 1800 rft R.S.J. (beams) 12″ x 6″, 44 lbs. per ft.; 8000 rft M.S. channel 7″ x 3″ x 44.22 lbs. per ft.; 4500 rft M.S. flats 6″ x 1″. Wt: 20.4. lbs. per ft. (41 tons); ten Nos. M.S. plate 8′ x 4′ x 1″; 40 Nos. M.S. plate 6′ x 3′ x ¾″; three tons M.S. bolts & nuts hex: hd: 1″ x 4″ B.S.W.; one ton M.S. bolts & nuts hex: Hd: ⅝″ x 4″ B.S.W.; six Cwt. M.S. bolts & nuts hex: Hd: ¾″ x 2″ B.S.W.; 8000 Nos. M.S. washers. Size 1⅛″ (Wt: 1000 lb.); 800 ft. M.S. Pipe, 10⅞″ dia. x ¾″ thick, Wt.: 87.21 lbs., line pipe A.P.I std: 5L, std: Wt., seamless grade 'B' threaded & coupled. Shipment required in the fourth quarter of 1967.

Bid deadline Apr. 30. Bids must comply strictly with certain specifications with regard to supply and delivery which may be obtained from: The Procurement Manager, Peoples Oil Industry, Rangoon, Burma.

★★ **LIBYA**—Light structural steel for buildings. Modern Edil Libya (construction), P.O. Box 775, Tripoli. WTD 2/67.

Aluminum pre-fabricated houses. Bedri-Thomas Company (importer), Bedri Bldg., Sciara Ahmed Sherif, Tripoli. WTD in preparation.

Light structural steel. Gaspar & Co. (importer), 93 Sciara Magarba, P.O. Box 2167, Tripoli. WTD in process.

349 Fabricated metal products

PORTUGAL—Metal valves for steam installations. Direct purchase and agency. Termo-Tecnica, Lda. (importer, wholesaler, sales agent), Largo de S. Juliao 12-2° Dto., Lisbon 2. WTD in preparation.

351 Engines, turbines

★★ **LIBYA**—Commercial and industrial steam generators, gas turbines. Direct purchase and agency. CCC—Consolidated Contractors Co., Ltd. (contractors), P.O. Box 897, Tripoli. WTD 10/21/65.

352 Farm machinery

FRANCE—Planting, seeding, fertilizing equipment; light-duty motoculture, related farm machinery, implements, preferably new types. Requests replies in French. Direct purchase and agency. Barrier & Co. (dealers, agents), 11-15 Rue Wilson; 24-Perigueux, Dordogne. WTD 2/20/67.

GERMANY—Machinery for poultry farms, livestock farms. Direct purchase and agency. Interfarm Handelsges. mbH (wholesaler, exporter, importer), 6079 Buchschlag, Bahnhofstr. 16. WTD 3/67.

GHANA—Agricultural machinery, tractor agency. West Africa Management Consultants International Commerce Co. (importers, management consultants), P.O. Box 319, Accra. WTD in preparation.

Agricultural machinery, tractor agency. West Africa Management Consultants International Commerce Company (importers, management consultants), P.O. Box 319, Accra. WTD in preparation.

★★ **LIBYA**—Complete line of agricultural machinery, agricultural irrigation equipment. Ettumico (importer), 158 Sciara 24 December, P.O. Box 591, Tripoli. WTD 7/6/66.

353 Construction, mining, materials, handling machinery, equipment

● **BURMA**—Supply of one, 2 ton capacity double drum, friction type winch. Tender No. 5200(T)/MCY-POI/DD(66-67), bid deadline Apr. 30. Procurement Mgr., People's Oil Industry, Rangoon.★ (Telephone: 202-WO 7-5589).

CZECHOSLOVAKIA—Descriptive brochures, specification sheets from concrete mixing—batching plants, other machinery for general construction projects. Prumstav N. P. Contractors, P.O. Box 23, Pardubice 21.

★★ **LIBYA**—Lug type tractors for dock work. Ettumico (importer), 158 Sciara 24 December, P.O. Box 591, Tripoli. WTD 7/6/66.

Heavy construction equipment: gradalls, back-hoes, ½ to ¾ c.y. draglines, and 18″ x 10′ ditching machines for sewer work. Hadi El Ayeb, General Contractors (importer), Suani Road, Km 1.5, P.O. Box 923, Tripoli. WTD 7/8/63.

Large construction and earth-moving equipment to complement Loraine line of equipment. Mayco (Mahmud A. Yamani Co. (importer), 1 Sciara El Seidi, Tripoli. WTD 4/18/66.

● **TURKEY**—Supply of 2 wall cranes; 36 electric winches with the following capacities: 16, 12.5, 10, 7.5, 5, 3.2, and 2 tons; assorted wire rope sheaves, pulleys, and tackle blocks; 24 shop hoists; 16 pulleys; 28 jacks; and other shop equipment. Bid deadline Apr. 10. Cement Industries of Turkey, Genel MudurLugu, Ankana. Specifications available in German.★ (Telephone: 202-WO 7-5589).

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

354 Metalworking machinery

● **SUDAN**—One fixed gap lathe, 17″ swing over bed, 26″ swing over gap, 68″ between centers. Tender No. 3692, bid deadline Apr. 6 Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-2723).

SWITZERLAND—Precision measuring tools, wire and cable drawing machinery, draw benches. Direct purchase and agency. Compensa GmbH (agent, exporter), Hochstrasse 48, 8044 Zurich. WTD 2/6/67.

355 Special industry machinery

CAMEROON—Complete plant for manufacture of guava jam and jellies. Production goals are 2,000,000 jars at 450 grams annually, of which two-thirds will be jam and one-third guava jelly. Requests replies in French. M. E. Ninin (manufacturer), Cable address: AMIA-DOUALA, Milliat Freres Cameroun, B. P. 848, Douala. WTD in preparation.

ECUADOR—Equipment for medium-size automotive tire retreading plant. Requests replies in Spanish. Dr. A. Minos Cueva (importer), Casilla 34, Loja. WTD 2/67.

GHANA—Machinery, technical assistance for manufacture of asbestos sheets. Olympic Ltd. (importer), P.O. Box 3936, Accra. WTD in preparation.

HONG KONG—Complete machinery for making plain and fancy candles, including packaging equipment, filling machines. Mark V International, Ltd. (manufacturer, exporter), 97 Chatham Rd., Kowloon. Cable: MARKFIVE.

★★ **LIBYA**—Machinery for small peanut processing plant, including shellers, roasters, and plastic bag packaging equipment. Mayco (Mahmud A. Yamani Co.) (importer), 1 Sciara El Seidi, Tripoli. WTD 4/18/66.

★★ Machinery to make small cardboard boxes and pack boxes from bulk; machinery purchases to include provisions for training local personnel. African Foreign Trade Asso. (importer), 310 Sciara Omar Mukhtar, P.O. Box 884, Tripoli. WTD in preparation.

★★ Complete line of machinery for small plant for canning fruit, vegetables. African Foreign Trade Asso. (importer), 310 Sciara Omar Mukhtar, P.O. Box 884, Tripoli. WTD in process.

MADAGASCAR—Peanut sorting or grading machinery. Requests replies in French. Les Syndicats des Communes, Ministere de l'Interieur, Bureau des Affaires Economiques, du Plan et du Developpement (cooperative), Boite Postale 833, Tananarive.

SWITZERLAND—Plastics-working machinery and equipment, compression molding, extrusion molding, injection molding machines. Direct purchase and agency. Compensa GmbH (agent, exporter), Hochstrasse 48, 8044 Zurich. WTD 2/6/67.

356 General industrial machinery

AUSTRIA—Small electrically driven fans suitable for being built into a pipe of 100 to 125 millimeters (4 to 5 inches) of diameter, with a capacity of 47 cubic feet per minute. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), Semmelweisstrasse 97 a, A-4044 Linz-Urfahr. WTD 9/1/66.

DENMARK—Electric heating equipment for garden nurseries, special heating equipment for roads, parkways. Direct purchase and agency. A/S Aage Havemann's Eftf. (importer, wholesaler, agent), 11 Mosedalvej, Copenhagen-Valby. Cable: AHAVEMANN Copenhagen. WTD 2/67.

★★ **LIBYA**—Large pumps, gas turbine driven, having capacity of 250,000 barrels per day. CCC—Consolidated Contractors Co., Ltd. (contractors), P.O. Box 897, Tripoli. WTD 10/21/65.

Water purification equipment. Water to be purified for drinking 6,000 to 38,000 ppm (parts per million) total dissolved solids, with additional 100 ppm hydrogen sulfide. Sahara Oilfield Service Co. of Libya, Ltd. (importer), P.O. Box 800, Tripoli. WTD 7/6/66.

357 Office, computing, accounting machines

SWITZERLAND—Labeling, printing, collating, tying, novel office machines. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

358 Service industry machines

★★ **LIBYA**—Air conditioning equipment. Mayco (Mahmud A. Yamani Co.) (importer), 1 Sciara El Seidi, Tripoli. WTD 4/18/66.

361 Electric transmission, distribution equipment

SWITZERLAND—Electrical measuring instruments, test equipment for test electrical, radio, and communication circuits, motors. Direct purchase and agency. Compensa GmbH (agent, exporter), Hochstrasse 48, 8044 Zurich. WTD 2/6/67.

362 Electrical industrial apparatus

AUSTRIA—Small electric motors, maximum diameter 2⅜-2¾ inches, waterproof design, for driving small fans built into piping system. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), Semmelweisstrasse 97 a, A-4044 Linz-Urfahr. WTD 9/1/66.

363 Household appliances

DENMARK—Domestic heating appliances and equipment except boilers; all kinds of electric household appliances, small. Direct purchase and agency. A/S Aage Havemann's Eftf. (importer, wholesaler, agent), 11 Mosedalvej, Copenhagen-Valby. Cable: AHAVEMANN, Copenhagen. WTD 2/67.

★★ **LIBYA**—Electric water heaters, household. Haddad Co. (importer, wholesaler), P.O. Box 72, Benghazi. WTD in preparation.

SWITZERLAND—Electric housewares, novel household appliances 220 Volts. Agency and

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA. 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, Wyo., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

364 Electric lighting, wiring equipment

GERMANY—Modern lighting fixtures for households, such as ceiling, wall, table lamps. Requests price quotations c.i.f. Rotterdam. Requests replies in German. W. Schroeer, Die Einrichtung (importer, exporter, retailer, wholesaler), 135 Alte Linnerstrasse, Postfach 2627, 415 Krefeld. WTD 3/2/67.

★★ **LIBYA**—Electrical supplies and equipment for houses. Abdussalam Gammoudi & Co. (importer), 136 Sciara Er-Rashid, P.O. Box 141, Tripoli. WTD 12/2/65.

366 Communication equipment

● **AUSTRALIA**—Supply of error detection and correction equipment for telegraph exchange system. Schedule C-1431, bid deadline May 30. The Deputy Asst. Director General (Supply), Postmaster-General's Dept., 380 Russell St., Melbourne, C.L., Victoria.★ (Telephone: 202-WO 7-4823).

● **BURMA**—Supply of underground, polyethylene telephone cable, 1600 volt switchgears for underground distribution system and associated equipment. Tender No. 41/T/EL-(ESB)/66-67, bid deadline Apr. 6. Controller of Stores, Central Stores Dept., Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4823).

● **GREECE**—Supply of private automatic branch telephone exchanges, house exchange systems, telephone sets and batteries. Tender No. 6485, bid deadline Apr. 21. Hellenica Telecommunications Organ., Ltd., 6 Klessovis St., Athens.★ (Telephone: 202-WO 7-4823).

● **MALAYSIA**—Supply of open-wire carrier equipment. Tender No. DGT(M) 002, bid deadline Apr. 17. The Director General, Telecommunications Dept., Govt. of Malaysia, Kuala Lumpur.★ (Telephone: 202-WO 7-4823).

369 Electrical machinery, equipment, supplies

● **JORDAN**—Supply of mobile X-ray unit of 200 MA output at 125 k.v.p. Tender No. 18/1967, bid deadline Apr. 5. Terms and specifications in Arabic. Correspondence preferred in English. Central Tender Board, Supply, Import & Export Dept., Amman.★ (Telephone: 202-WO 7-2939).

372 Aircraft, parts

AUSTRALIA—Aircraft replacement and spare parts, including but not limited to tires, brake pads, spark plugs. Skyservices Pty. Ltd. (sale agent, importer). Hangar 53. Camden Airport, Camden, N.S.W. WTD 3/67.

374 Railroad equipment

● **EL SALVADOR**—Supply of 4 narrow gauge self propelled rail diesel cars, 85 passenger capacity. Bid deadline July 31. Correspondence should be addressed to Roberto Zamora Cornejo, Mgr., Ferrocarril de El Salvador (FES), Final Avenida Independencia, San Salvador C.A. Correspondence preferred in Spanish.

● **INDIA**—Supply of 12 diesel hydraulic locomotives. Tender No.: 1043/BEAS/PR/56147/T-94, bid deadline June 1. Tender fee of $13.50 payable in advance not refundable. Chief Purchase Officer, Deas Purchase Organization, Talwara Township, Punjab. Tender Documents may be reviewed only in Rm. 4314, BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

● **THAILAND**—Supply of 83 bogies for passenger carriages. Tender No. 10072, bid deadline May 10. Procurement Section, State Railway of Thailand, Yodse, Krungkasem Rd. Bangkok. Tender form with full particulars may be purchased for $5 per set from the above address. Copies of tender specification and drawings may be borrowed for a short period from Rm. 4314, BDSA-596, Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

381 Engineering, laboratory, scientific, research instruments

● **GREECE**—Supply of 130 electrical ovens; 120 centrifugal machines for laboratory use. Tender No. 4/67, bid deadline Apr. 24. Estimated value: $92,000. Institute of social Insurance (IKA), Supply Dept., 8 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply of 12 one second theodolite with glass circles and optical centering, metal hood, tripod with sliding legs, and illuminating arrangement. Tender No. 1039/BPO/PR/1-428/429/430/3291/3292/3293, bid deadline Apr. 19. Chief Purchase Officer, Beas Purchase Organ., Talwara Township, Dist. Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

SWITZERLAND—Industrial process instruments and other mechanical measuring, controlling instruments. Direct purchase and agency. Compensa GmbH (agent, exporter), Hochstrasse 48, 8044 Zurich. WTD 2/6/67.

● **TURKEY**—Supply of nine hydraulic dynamometers, hydraulic type engine, capacity not less than 300 BHP. Tender No. 67-18T-15, bid deadline Apr. 5. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

AUSTRIA—Clinical, diagnostic, and surgical instruments, apparatuses, and equipment, including such for ophthalmologists. Direct purchase and agency. Karl Bayer (importer, wholesaler, manufacturers' agent), Lederergasse 32, A-1082 Vienna. WTD 2/67.

● **ECUADOR**—Supply of clinical scanner unit for black-and-white photoscan and dot colorscan, for studies of thyroid captation, dynamic functional studies of kidney, lever and other organs, in-vitro measuring system, radioisotopes, completely transistorized, with accessories, for laboratory in military hospital. Bid deadline Apr. 6. Tender documents correspondence in Spanish. Secretario General de la H. Junta de Defensa Nacional, Ministerio de Defensa Nacional, Quito.★ (Telephone: 202-WO 7-2939).

● **JORDAN**—Supply of 558 items for the Ministry of Health, including rubber soundness, blades, catgut, needles, catheters, gloves, measure glass, plaster bandages, syringes, thermometers, bottles, transfusion sets, medicines and drugs, vitamins and other medical and hospital supplies, etc. Tender No. 16/1967, bid deadline Apr. 19. Terms in Arabic, specifications in English. Central Tender Board, Supply, Import & Export Dept., Amman.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

● **INDIA**—Supply of nine overhead projectors for projecting 10" x 10" transparencies with 1000 watts lamp and lens F 3.5 to be worked off 230 V, 50 cycles, AC single phase with spares and accessories. Tender No. P/SMH-10/202/42/118/13-8-1965/RP/I, bid deadline Apr. 13. Dir. Gen. of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of one unit of double reflecting projector for photogeological studies; one unit of stereoscope for photogeological studies; two units of height finders and pocket stereoscopes for field studies; eight units of pocket stereoscopes. Tender No. 67-18T-13, bid deadline Apr. 10. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

Supply of one aero sketch master for photogeological studies. Size of photo-holder plate 24 cm. x 24 cm. (9½" x 9½"). Focus adjustment by correction lenses. Aero sketch master to be equipped with magnetic buttons, lighting fixture. Tender No. 67-18T-16, bid deadline Apr. 12. DSI Genel Mudurlugu Makine ve Ikmal Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

Supply of one 35 mm. movie projector for normal, vistavision, cinemascope, and panoramic films; equipped with a vertical adjusting mechanism for 20° adjustment and a reflecting mirror of 350 mm in diameter. Tender No. 67-18T-14, bid deadline Apr. 11. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi. Ankara.★ (Telephone: 202-WO 7-2939).

Supply of astralon-copy chemicals (dyes, solutions, etc.); photographic chemicals (developers, fixers, etc.); assorted apparatus including ten items of photography, lithoplate and darkroom apparatus. Bid deadline Apr. 13. Requested by Iller Bankasi Genel Mudur-

lugu, Ankara. (Provinces Bank) Tender documents are available at $9.50 per set from Modern Tercume Burosu, Menekse Sokak 20.7, Kizilay, Ankara.

387 Watches, clocks, parts

● **TURKEY**—Supply of 350 audio alarm type clocks and 150 visual alarm type clocks; for ticket signal clocks to sound off or flash three minute signals for long distance, telephone call time limits. Bid deadline Apr. 10. Submitted by PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. Tender documents in English are available at $5.50 each including air mail charges, from Modern Tercume Burosu, Menekse Sokak 20/7, Ankara.

393 Musical instruments, parts

WEST GERMANY—Musical instruments suitable for jazz orchestras, e.g. trumpets, trombones, saxophones, electric guitars, basses, drums. Kunde & Soeckneck (importer, exporter), 28 Bremen, Herdentorsteinweg 49/50 (P.O. Box 1005). WTD 2/2/66.

394 Toys, amusements, sporting goods

ITALY—Baseball equipment. Leonardo Tommasini (importer, retailer), Via Mazzini 37-39, Trieste. WTD 1/67.

★★ **LIBYA**—Fishing tackle, golf, tennis goods. Caridakis Co. (importer), 151-155 Sciara Istiklal, P.O. Box 98, Benghazi. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

★★ Fishing tackle (sporting). Gaspar & Co. (importer), P.O. Box 2167, Tripoli. WTD in preparation.

SWEDEN—High quality skin diving equipment, all kinds. Aqua-Sport (agent, wholesaler, manufacturer), Ullevi, Goteborg C. WTD 3/17/66.

UGANDA—Gun cases. Uganda Hunting & Fishing, Ltd. (importer, retailer), P.O. Box 3263, Kampala. WTD 2/67.

395 Pens, pencils, office, artists' materials

AUSTRIA—Drafting materials for technical offices, writing instruments. Direct purchase and agency. Woess & Co. (importer, wholesaler, manufacturers' agent), Schuetzengasse 25, A-1030 Vienna. WTD 2/67.

★★ **LIBYA**—Ballpoint, fountain pens, mechanical pencils. Caridakis Co. (importer), 151-155 Sciara Istiklal, P.O. Box 98, Benghazi. WTD in preparation.

SWITZERLAND—Pens, pencils, novel office articles, supplies. Agency and direct purchase. Fabrique Natere (manufacturer, distributor), Rue de la Charriere 37, 2300 La Chaux-de-Fonds. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

SWEDEN—Buttons made of metal, plastics and polyester; buttons especially for sport shirts, leisure wear. Import AB Mansson & Co. (importer, wholesaler, sales agent), Ballstavagen 34-36, Sundbyberg 1. WTD 2/13/67.

399 Manufacturing industries

AUSTRIA—Pelts for manufacture of fur wearing apparel. Josef Foggensteiner (manufacturer), Rathausstrasse 17, A-1010 Vienna. WTD 7/21/66.

FRANCE—Beauty parlor and barber shop equipment, apparatus, miscellaneous articles, and supplies, preferably products of new types, hair-work, vanity specialties. Direct purchase and agency. Meunier (Etablissements Rene) (wholesaler), Boite Postale No. 40; 24 Rue du Marche; 86- Poitiers. WTD 2/67.

494 Water supply

UGANDA—Six 10'0" dia. rapid gravity filters including all necessary pipework; two raw water pumps; one micro-strainer including all necessary pipework; one high-lift pump. The Town Engineer, Jinja Municipal Council, P.O. Box 720, Jinja.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

AUSTRIA—All types of textile materials, particularly fabrics for garment industry. Alwag Wien, Internationale Verkaufsgesellschaft m.b.H. (manufacturers' representative), Boersegasse 3/8, A-1010 Vienna. WTD 2/67.

Woven piece goods for manufacture of men's women's, and children's garments, particularly worsteds for men's suits, cotton, manmade fiber materials. Otto Hirss (manufacturers' agent), Handelsagentur, Gonzagagasse 5, A-1010 Vienna. WTD 8/24/66.

Woven and knitted piece goods for garment industry. Hans Steiner & Co. OHG (manufacturers' agent), Handelsagentur, Renngasse 12, A-1013 Vienna. WTD 8/30/66.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Nylon sheer, other basic materials for embroidery. Walter Hagen (agent), Montfortstrasse 24, A-6890 Lustenau. WTD 8/24/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

SOUTH AFRICA—Prefabricated houses. Rowland Chute & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 1193, Cape Town, Cape Province. WTD 3/2/67.

262 Paper mills, products

GERMANY—High strength papers and wet-strengthened, heat-sealing and long-fibred tissues for industrial conversion; fine papers for graphic arts and paper used in making disposable dresses. Drissler & Co. (wholesaler, exporter, importer), 6 Frankfurt/M-Hausen, Postfach 88. WTD 2/67.

264 Converted paper, paperboard products

AUSTRALIA—Gummed tapes and pressure sensitive tapes, including cellulose, packaging, filament, marking, P.V.C., electrical, autoclave, protective, black, photographic, silver duct, and embossing. Kodiak Packaging Materials Co. (importer, wholesaler, manufacturer), 111 Wicks Rd., North Ryde, N.S.W. WTD 11/8/66.

ECUADOR—Office supplies, miscellaneous products. Requests replies in Spanish. Dr. A. Minos Cueva (importer), Casilla 34, Loja. WTD 2/67.

281 Industrial chemicals

DENMARK—Titan-dioxide and urethane oil for paint- & lacquer industry; styrene for plastics-manufacturing industry; rubber processing chemicals; accelerators and antioxidants—cyclic and acyclic, rubber-fillers and novelties within line for rubber industry; enzyme preparations for soap & detergent industry; vanadium-pentoxide for processing of chemical catalysts; cyclohexanole and cordierite for chemical-technical industry; calcium-iodate. Even Nielsen (agent), 17 H. C. Andersens Boulevard, Copenhagen V. Cable: EVENIELSEN Copenhagen. WTD 3/67.

282 Synthetic materials

DENMARK—Synthetic rubber; thermoplastic raw materials; polyvinylacetate (PVA) for paint- & lacquer industry. Even Nielsen (agents), 17 H. C. Andersens Boulevard, Copenhagen V. Cable: EVENIELSEN Copenhagen. WTD 3/67.

291 Petroleum refining

DENMARK—Naphtenic acids for paint- & lacquer industry. Even Nielsen (agent), 17 H. C. Andersens Blvd., Copenhagen V. Cable: EVENIELSEN Copenhagen. WTD 3/67.

307 Plastic products

GERMANY—Plastic book covers and other plastic articles for school use. Karl Maier (sales agent), 6000 Frankfurt/Main, Sonnemannstr. 15-17. WTD 3/67.

342 Cutlery, hand tools, general hardware

AUSTRIA—Marine hardware for sport boats. Motonavo Fahrzeugvertrieb G. Perl K.G. (importer, wholesaler, manufacturers' representative), Mariahilferstrasse (88a), A-1070 Vienna. WTD 4/8/66.

349 Fabricated metal products

AUSTRALIA—Solenoid valves. Associated Controls Pty. Ltd. (manufacturer, importer, distributor, agent), Attn: Mr. Stidston, 14 Enterprise Ave., Padstow, N.S.W. WTD 2/67.

352 Farm machinery

AUSTRIA—Farm machinery, other than tractors, for small, medium-size farms. Motonavo Fahrzeugvertrieb G. Perl K.G. (importer, wholesaler, manufacturers' representative),

Mariahilferstrasse 88a, A-1070 Vienna. WTD 4/8/66.

ECUADOR—Farm machinery and equipment, including irrigation systems. Exclusive agency. Requests replies in Spanish. Dr. A. Minos Cueva (importer), Casilla 34, Loja. WTD 2/67.

353 Construction, mining, materials handling machinery, equipment

TAIWAN—Industrial vehicles, all types. Requests price lists, catalogues. Exclusive agency. Wilson Co. Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD in preparation.

354 Metalworking machinery

NETHERLANDS—Tools, machinery and equipment for maintenance, repair, overhaul and complete reconditioning of automotive vehicles and parts. Exclusive agency for Benelux countries, Switzerland. N. V. Technisch Handelsbureau C. van Dijk (agent, exporter), 5 Delfsestraat, Rotterdam-4. WTD in preparation.

SWITZERLAND—Modern machine tools, metalworking machinery and equipment, tape and electronically controlled machinery. Bruno Kaegi-Niettechnik (manufacturers' representative, wholesaler), Juststrasse 56, 8706 Meilen. WTD 3/9/67.

355 Special industry machinery

TAIWAN—Paper mill machinery. Requests price lists, catalogues. Exclusive agency. Wilson Co. Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD in preparation.

356 General industrial machinery

AUSTRALIA—Steel, plastic and wire strapping tools and equipment; gum tape machine; glueing machinery, marking and coding equipment; stapling equipment. Kodiak Packaging Materials Co. (importer, wholesaler, manufacturer), 111 Wicks Rd., North Ryde, N.S.W. WTD 11/8/66.

TAIWAN—Pumps and pumping equipment for general industrial use. Price lists, catalogues requested. Exclusive agency. Wilson Co. Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD in preparation.

361 Electric transmission, distribution equipment

AUSTRALIA—Illuminated push-button switches; octal and 11-pin front connected bases; thermoswitches; oscilloscopes, stroboscopes. Associated Controls Pty. Ltd. (manufacturer, agent, distributor, importer), Attn: Mr. Stidston, 14 Enterprise Ave., Padstow, N.S.W. WTD 2/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

362 Electrical industrial apparatus

AUSTRALIA—Electro-magnetic relays; electro-magnetic counters; mechanical counting equipment; electro-magnetic clutches; electro-magnetic contactors; servocontrollers; oil burner control gear. Associated Controls Pty. Ltd. (importer, manufacturer, distributor, agent), Attn: Mr. Stidston, 14 Enterprise Ave., Padstow, N.S.W. WTD 2/67.

Electric connectors and overhead power-line accessories, including forge fittings, compression fittings, line accessories, insulators, fiber glass distribution boxes and fiber glass rods. Alconac-Anderson Products Division, Electric Control & Engineering Ltd. (manufacturer, exporters), P.O. Box 21, Camperdown, N.S.W. WTD 12/12/66.

363 Household appliances

AUSTRIA—Toasters, can openers, mixers, coffee makers, and related appliances. Must be wired for 220 v/50 cycles. "Wigro" Paul Winston Ges.m.b.H. & Co. KG (importer, wholesaler), Jedleseerstrasse 51a, A-1212 Vienna. WTD 3/30/66.

ECUADOR—Household cooking stoves and ranges, refrigerators, washing machines, housewares. Exclusive agency. Requests replies in Spanish. Dr. A. Minos Cueva (importer), Casilla 34, Loja. WTD 2/67.

364 Electric lighting, wiring equipment

AUSTRIA—Table lamps, fluorescent fixtures, bulbs, floor lamps, and related items. Must be wired for 220 v/50 cycles. "Wigro" Paul Winston Ges.m.b.H. & Co., KG, Jedleseerstrasse 51a, A-1212 Vienna. WTD 3/30/66.

365 Radio, television receiving sets

AUSTRIA—Recorders, radios, television sets. Must be wired for 220 v/50 cycles. "Wigro" Paul Winston Ges.m.b.H. & Co. KG (importer, wholesaler), Jedleseerstrasse 51a, A-1212 Vienna. WTD 3/30/66.

366 Communications equipment

AUSTRALIA—Ultrasonic cleaners. Associated Controls Pty. Ltd. (manufacturer, importer, distributor, agent), Attn: Mr. Stidston, 14 Enterprise Ave., Padstow, N.S.W. WTD 2/67.

367 Electronic components, accessories

AUSTRALIA—Industrial electronic control equipment. Associated Controls Pty. Ltd. (manufacturer, distributor, agent, importer), Attn: Mr. Stidston, 14 Enterprise Ave., Padstow, N.S.W. WTD 2/67.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Automotive spare parts, accessories. Exclusive agency for Benelux countries, Switzerland. N.V. Technisch Handelsbureau C. van Dijk (agent, exporter), 5 Delftsestraat, Rotterdam-4. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Electric timers and time delays; temperature recorders, indicators and controllers; pyrometer temperature controllers and indicators; multimeters; tachometers; pressure controls and pressurestats. Associated Controls Pty. Ltd. (manufacturer, importer, distributor, agent), Attn: Mr. Stidston, 14 Enterprise Ave., Padstow, N.S.W. WTD 2/67.

395 Pens, pencils, office, artists' materials

GERMANY—Ball-point type pens, complete. Karl Maier (sales agent), 6000 Frankfurt/Main, Sonnemannstr. 15-17. WTD 3/67.

509 Wholesalers

TAIWAN—Waste paper; printers' waste preferable. Exclusive agency. Wilson Company Ltd. (importer, agent), P.O. Box 22933, Taipei. WTD in preparation.

Jamaica to issue April tenders on telephone sets, accessories

The Jamaica Telephone Co., Ltd. is expected to issue tenders on Apr. 1 and Apr. 10 for purchase of various types of telephone sets and accessories, and for private automatic branch exchange equipment.

Interested firms should apply to Man. Director, Jamaica Telephone Co., Ltd., 47 Halfway Tree Rd., Kingston 5, Jamaica, giving details of their experience in this field of manufacture.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

PORTUGAL—Canned anchovies. Empressa de Conservas Arrabida, Lda. (food processors), Rua Joao Lucis 6, Olhao. WTD in preparation.

221 Broad woven fabric mills, cotton

PORTUGAL—Cotton textiles piece goods for manufacture of ladies; men's clothing. Lousada, Irmaos, Lda. (wholesaler, exporter), Av. Almirante Reis 79, Lisbon. WTD in preparation.

224 Narrow fabrics, other smallwares mills

SINGAPORE—Rayon elastic braids. Prepared to export goods according to buyer's samples, specifications, and for substantial orders, under buyer's brand name. Chenta Rayon Co. (Malaya) Ltd. (importer, manufacturer, exporter), 61 Circular Rd.; Singapore 1. WTD 12/30/66.

225 Knitting mills, products

SINGAPORE—Nylon socks. Prepared to make offers with counter samples against buyers' samples, specifications, colors, and for substantial orders, will supply goods under buyers' brand names. Chenta Rayon Co. (Malaya) Ltd. (importer, manufacturer, exporter), 61 Circular Rd., Singapore 1. WTD 12/30/66.

226 Dyeing, finishing textiles

THAILAND—Thai silk and cotton fabrics, hand-woven. Samples, catalogs, prices supplied on request. Betty Thai Silk (wholesaler, retailer, exporter), 346/9 Silom Rd., Bangkok. WTD 2/67.

227 Floor covering mills, products

IRAQ—Hand made carpets, floorings, blan-

kets. Saleh Hussein (exporter), 13A/2 Zawia, Karrada, Baghdad. WTD in preparation.

228 Yarn, thread mills, products

PORTUGAL—Cotton yarns. Lousada, Irmaos, Lda. (wholesaler, exporter), Av. Almirante Reis 79, Lisbon. WTD in preparation.

233 Women's, misses', juniors' outerwear

PORTUGAL—Women's, misses' blouses, suits, coats, skirts. Lousada, Irmaos, Lda. (clothing manufacturer), Av. Almirante Reis, 79, Lisbon. WTD in preparation.

SINGAPORE—Nylon slacks, blouses. Prepared to make offers with counter samples against buyers' samples, specifications, colors, and for substantial orders, will supply goods under buyers' brand names. Chenta Rayon Co. (Malaya) Ltd. (importer, manufacturer, exporter), 61 Circular Rd., Singapore 1. WTD 12/30/66.

'. . . tune in next week at the same time'

The serial is great for some forms of entertainment.

But not for business correspondence.

If you respond to one of the advertisers in these pages give him the WHOLE story the first time.

- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

THAILAND—Blouses and dresses, ready-made of Thai silk and cotton fabrics. Samples, catalogs, prices supplied on request. Betty Thai Silk (wholesaler, retailer, exporter), 346/9 Silom Rd., Bangkok. WTD 2/67.

234 Women's, misses', children's, infants under garments

SINGAPORE—Women's, misses', children's underwear. Prepared to make offers with counter samples against buyers' samples, specifications, colors, and for substantial orders, will supply goods under buyers' brand names. Chenta Rayon Co. (Malaya) Ltd. (importer, manufacturer, exporter), 61 Circular Rd., Singapore 1. WTD 12/30/66.

307 Plastic products

AUSTRIA—Plastic piping for waste water, ventilating equipment, and industrial pipe systems, as well as extruded plastic parts according to specifications. Kunststoffwerk Karl Egger (manufacturer), Semmelweisstrasse 97 a, A-4044 Linz-Urfahr. WTD 9/1/66.

355 Special industry machinery

LIBYA—Dairy pasteurizers, hoses, tanks, fittings, pumps, related equipment. Mr. Faiz L. Bakri (dairy farmer), Omar Muktar Street —Shatwan Building, Benghazi. WTD in preparation.

394 Toys, amusement, sporting goods

FRANCE—Educational building and assembly blocks, decorated; wooden construction blocks, Alsatian houses, others; checker and backgammon boards; card games, Pope Joan and others; related games and toys, wood, plastic articles; novelties, giftware. Garnier (Etablissements) (manufacturer, wholesaler, exporter). 19- Cornil, par Tulle, Correze. WTD 2/28/67.

399 Manufacturing industries

IRAQ—Hand made decorative copper articles. Saleh Hussein (exporter), 13A/2 Zawia, Karrada, Baghdad. WTD in preparation.

811 Legal services

★★ **LIBYA**—Provide proper corporate, and legal set-up for any American company wanting to establish in Libya; will guide, make all local arrangements. Gaspar (Libya) & Company (importer), P.O. Box 2167, Tripoli. WTD in preparation.

★★ Desires to provide services such as creation of corporate structures (legal); legal and tax problems to American companies. International Consulting Services, Libya (advisory services), P.O. Box 2462, Tripoli. WTD in preparation.

739 Business services

★★ **LIBYA**—Consulting services for firms desiring feasibility checks on profit opportunities in any line. Gaspar (Libya) & Company (importer), P.O. Box 2167, Tripoli. WTD in preparation.

★★ Desires to provide services such as advice on public-government relations; market research; investment guidance; management problems to American companies. International Consulting Services, Libya (advisory services), P.O. Box 2462, Tripoli. WTD in preparation.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Mr. and Mrs. James G. Knowlman, Griffin and Knowlman Pty. Ltd., Almay St., Kensmore, Brisbane, **interested in meeting with designers and builders of custom-built homes, rather than mass builders, new methods and procedures, and learning how a personalized builder establishes and operates his construction and sales organization.** Apr. 6 via Honolulu for 3 weeks. c/o Qantas Airlines. Itinerary: San Francisco, Los Angeles, Houston, Washington, Boston, New York. WTD in preparation.

DENMARK—Svend Aage Jakobsen, Palle Marcus, Lindy Olsen, representing Faellesforeningen for Danmarks Brugsforeninger (Danish Wholesalers Cooperative Society), 65 Roskildevej, Copenhagen-Albertslund, **interested in chain store operations,** and requesting technical information. Mar. 12 via New York for 4 weeks. Itinerary: Dayton, Ohio, Los Angeles, San Francisco, 3/28-4/1 Chicago c/o Hotel Palmer House, 17 East Monroe St.; Messrs. Jakobsen and Marcus 4/2 Detroit c/o Hotel Statler Hilton, 1565 Washington Blvd.; Mr. Olsen 4/2 Boston c/o Hotel Statler Hilton, Arlington St. at Park Square; 4/3-5 New York c/o Hotel Sheraton Atlantic, Broadway at 34th St. WTD 02-67.

INDIA—N. L. Mehta, Embee Corp., 19 Bank St., Port, Bombay 1, **interested in agency for chemicals and chemical equipment.** Mar. 20 via New York for 2-3 weeks. c/o Fairmount Chemical Co., 136 Liberty St., New York, N. Y. 10016. Itinerary: New York, Washington, Houston. WTD 4/23/65.

INDIA—Pinakin Patel, Paper Can Co., c/o Harandas Rajaram & Co. Pvt. Ltd., Navsari Chambers, Outram Road, Bombay 1, **interested in purchasing U.S. equipment to manufacture fibre cans and visiting manufacturers of this equipment to discuss possible technical/financial collaboration to manufacture in India.** Mar. 13 via New York for 4 weeks. c/o Miss Pallavi Patel, 245 E. 19th St., Apt. 15K, New York, N.Y. 10003. Itinerary: Cleveland, Chicago, St. Louis, Philadelphia. WTD in preparation.

JAPAN—Shoji Sasagawa, Executive Director, and Toshio Katsumata, Planning Assistant, Japan Securities Finance Co., Ltd., 1-16 Nihonbashi, Kayaba-cho, Chuo-ku, Tokyo, **interested in studying U.S. mechanisms for financing the purchase of securities on margin.** Apr. 1 via Honolulu for 3 weeks. c/o Consulate General of Japan, New York, N.Y. Itinerary: New York.

JAPAN—Yasuyuki Kuboshima, Chief, Overseas Trade Dept., Muromachi Kagaku Kogyo Kaisha, Ltd., No. 3 Nihonbashi Muro-machi 4-chome, Chuo-ku, Tokyo, **interested in agency from U.S. manufacturers of specialized machines used for printed circuit board production, PC board drilling machines, etching machines, photoresist coating systems, laminating presses.** Mar. 15 via New York for 40 days. c/o I. X. Boxer, Manager, Foreign Dept., Kay-Fries Chemicals Inc., 360 Lexington Ave., New York 17, N.Y., phone TR 7-5533. Itinerary: New York, Los Angeles, others to be arranged. WTD 9/3/65.

JAPAN—Mitsuo Inouye, President, CDM Co., Ltd., 1 Kenmatsu-cho, Kishiwada City, Osaka Prefecture, **interested in buying and selling pumps and water treatment equipment, motors for such equipment, tools for piping and in contacting U.S. manufacturers of above products.** Apr. 1 via New Orleans for one month. Itinerary: New Orleans, New York c/o Toyoda New York, Inc., 53 Park Place, New York 10007; Chicago c/o Toyomenka Inc., Rm. 644, East Jackson Blvd., Chicago 60604; San Francisco c/o Toyomenka Inc., Robert Dollar Bldg., 311 California St., San Francisco 94104; Los Angeles. WTD 03-67.

NEW ZEALAND—Charles G. Gilberd, Technical Director, Hardware Manufacturing Co. Ltd., Cnr. Portage Rd. and Neville St., New Lynn, Auckland, **interested in licensing arrangements and technical information on plumbing hardware manufacture and visiting display centers or exhibitions on these products.** Apr. 5 via Honolulu for 12 days. c/o Mayflower Hotel, 535 S. Grand Ave., Los Angeles, Calif. 90017. Itinerary: 4/5-9 Los

Angeles, 4/9-10 St. Louis c/o Forest Park Hotel; 4/10-12 Chicago c/o Chicago-American Motel; 4/12-14 Erie, Pa. c/o Holiday Inn Motel, 4/14-18 New York c/o Tudor Hotel. WTD 03-67.

NEW ZEALAND—David M. M. Riddle, New Zealand Men's Wear Buyer, and Edmond M. Tynan, N. Z. Buyer for Women's Underwear, Slumberwear, and Beachwear, Woolworths (N.Z.) Ltd., 57 Dixon St., or P.O. Box 495, Wellington, **interested in meeting dept. store merchandise executives and manufacturers of soft goods, shirts and underwear.** Apr. 3 via Honolulu for 3 days. c/o Reef Hotel, Honolulu, Hawaii. Itinerary: Honolulu. WTD in preparation.

SAUDI ARABIA—Abdulatif Hamad al-Jabre, representing al-Jabre Trading Co., P.O. Box 147, al-Khobar, **interested in sales agency and dealer agreements for refrigerators and air conditioners.** Apr. 5 via San Francisco for one week. c/o Simmel, Inc., 274 Madison Ave., New York, N.Y. Itinerary: New York, Chicago. WTD 5/2/65.

SAUDI ARABIA—John Marcou, Air Freight Manager, Saudi Arabian Airlines, Bakashab Bldg., Jidda, **interested in training materials for customs inspectors,** and requesting technical information on means of facilitating customs inspection of air freight cargo. Apr. 1 via New York for 2 weeks. c/o Trans World Airlines, Affiliated Airlines Division, 605 3rd Ave., New York, N.Y. Itinerary: New York.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country.

Automotive Vehicles and Equipment—Importers and Dealers—Portugal, February 1967.

Boat and Ship Builders, Repairers and Chandlers—Belgium, March 1967.

Business Firms—Kingdom of Saudi Arabia, March 1967.

Cooperage and Containers—Importers and Dealers, Trinidad and Tobago, March 1967.

Dry Goods and Clothing—Importers and Dealers, Chile, March 1967.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers, Thailand, February 1967.

Feedstuffs—Importers, Dealers and Manufacturers, United Kingdom, March 1967.

Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers, Algeria, March 1967.

Machinery and Equipment, Except Electrical—Importers and Distributors, France, February 1967.

Plastics Materials—Importers, Dealers and Manufacturers, Morocco, March 1967.

Pulp and Paper Mills—Mexico, March 1967.

Sporting Goods, Toys and Games—Importers and Dealers, Malaysia, February 1967.

New Books and Reports

***Government Purchasing in Europe, North America and Japan—Regulations and Procedures.* OECD Publications, Paris. 115pp. $2.50.**

This publication is a useful guide for those interested in selling to central government agencies in member countries of the Organization for Economic Cooperation and Development.

The booklet, an outgrowth of the examination of government procurement in the OECD Trade Committee, contains a general description of the procurement regulations, procedures, and practices in force within the twenty countries surveyed. Information is provided on the publicity medium used to invite tenders, requirements to qualify as suppliers, the criteria for evaluating bids and awarding contracts, and the special treatment, if any, of foreign products and suppliers.

Useful addresses are given for each country, showing sources from which prospective suppliers can obtain additional information on government procurements. For some countries, principal purchasing offices are also shown.

Write: OECD Publications Center, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

***Financial Year Book of Europe.* Published by R. Beerman Ltd., London. $35.**

This is the third edition of this reference book listing 700 top European companies. The book gives a financial profile covering every aspect of each company, including details of its offices, activities, directorate, spread and location of interests. It provides executives, bankers, investment analysts, stockbrokers, accountants and others with comparisons between a company's performance and that of the national economy within which it operates, and comparisons across national boundaries between companies in the same industry.

The book also includes such information as: condensed balance sheets over the last five years with analyses of companies' trading position; high/low share prices over five years; general information and statistics on taxation in each country, government incentives to new industry, figures of production in individual industries in Europe; analysis of capital employed.

Write: R. Beerman (Publishers) Ltd., c/o The Times, Printing House Sq., London EC4.

***Der Vertrag mit Auslandsvertretern* (The Contract with Foreign Agents). By Guenter Waduschat. Text in German with standard contracts in German, English, French, Portuguese, Spanish, Italian, and Dutch. Published by Verlag Moderne Industrie, Munich, Germany. 174pp. $4.95.**

This book presents a comprehensive analysis of the more important problems involved in defining the legal relationship between the manufacturer and his foreign agent.

All questions concerning the foreign agency agreement are dealt with on a pragmatic level by the author, who reputedly has had years of experience in this field.

Of immediate interest to the American businessman are the numerous standard contracts in English, both in long and short form, covering a wide variety of situations. They should prove to be easily adaptable for most any type of business operation.

Write: Verlag Moderne Industrie, Aachener Strasse 9, 8 Munich 23, Federal Republic of Germany.

***U.S. Aid to Taiwan: A Study of Foreign Aid, Self-Help and Development.* By Neil H. Jacoby. Published by Frederick A. Praeger. New York. 1966. 384pp. $8.50.**

This book, which has a foreword by David E. Bell, provides an analysis of the economic policies that can propel a developing country into self-help measures, especially those creating a favorable climate for private enterprise.

Between 1951 and 1965 some $1.4 billion in U.S. aid went to the Republic of China. It was a key factor in establishing the island's present economic independence.

Dr. Jacoby, Dean of the Graduate School of Business Administration at UCLA, examines how assistance was allocated among different sectors of the island's economy, the criteria used for selecting aid projects, and the overall effects of U.S. aid on Taiwan's economic growth. He shows how this aid was used principally to modernize Taiwan's agriculture, to build needed power, transportation and communications facilities, and to educate and improve the skills of the people.

Write: Frederick A. Praeger, 111 Fourth Ave., New York, N.Y. 10003.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-961/97

Calendar *for international traders*

ANN ARBOR—Mar. 29-30—BLUTRADE Seminar, Institute for International Commerce, University of Michigan.

BALTIMORE—Mar. 28—Foreign Service Officers Tour. Sponsors: Black & Decker Manufacturing Co.; REEC; Commerce Field Office.

BALTIMORE—Mar. 30—Export Expansion Council Meeting, Merchant's Club. Sponsors: REEC; Commerce Field Office.

BETHLEHEM, Pa.—Mar. 29—Monthly meeting of World Trade Assn. of Lehigh Valley, Holiday Inn.

CHESTNUT HILL, Mass.—Apr. 1—Panel, "U.S. Programs Pertinent to Franchising." **Speaker: William Kaye, Business and Defense Services Administration.** Sponsor: 3rd Annual Management Conference on Franchising.

CHICAGO—Mar. 29—Principles & Techniques in Exporting, "Transportation & Shipping," Lighting Institute Auditorium, 6:15 p.m. Sponsor: International Trade Club.

CHICAGO—Apr. 5—Principles & Techniques in Exporting, "Documentation & Insurance—Part I," Lighting Institute Auditorium, 6:15 p.m. Sponsor: International Trade Club.

CLEARWATER, Fla.—Mar. 30—Panel. **Speaker: Lawrence A. Fox, Bureau of International Commerce.** Sponsor: Food and Dairy Industries Supply Association.

CLEVELAND—Mar. 30—World Trade Conference. **Speaker: E. E. Schnellbacher, Bureau of International Commerce.** Sponsor: World Trade Assn.

CLEVELAND—Apr. 6—World Trade Luncheon. Sponsor: World Trade Assn.

DES MOINES—Mar. 27—Iowa-Mexico-Yucatan Day, Trade Development Conference, 9:30 a.m., Savery Hotel. Sponsors: Iowa Partners of the Alliance; Chamber of Commerce; Iowa Development Commission; Commerce Field Office.

DETROIT—Mar. 28—Export Marketing Workshop, 9:15 a.m., Rm. 456, Federal Bldg. Sponsors: REEC; Commerce Field Office.

ELKHART, Ind.—Mar. 27—Michiana World Trade Club, Holiday Inn. **Speaker: E. E. Schnellbacher, Bureau of International Commerce,** on "A Look at International Trade 1967." Sponsors: Adams & Westlake Co.

FORT SMITH, Ark.—Mar. 28—Export Trade Conference, Ward Hotel. Sponsors: Chamber of Commerce; Port of New Orleans and Memphis Field Office.

GRAND RAPIDS—Mar. 28—Dinner Meeting of West Michigan World Trade Club, 6 p.m., Scottie's Restaurant.

HARTFORD—Mar. 28—In-Office Export Workshop, 2 p.m., Commerce Field Office. Sponsors: REEC; Commerce Field Office.

HARTFORD—Mar. 30—Speaker: Roderick M. Gillies, Field Services. Sponsor: REEC.

HICKORY, N.C.—Mar. 30—Export Conference, 2 p.m., Catawba Valley Technical Institute. Sponsors: Chamber of Commerce; Regional Export Expansion Council; Catawba Valley Technical Institute; Commerce Field Office.

HOUSTON—Mar. 28—Export seminar on export credit and FCIA, World Trade Bldg., 3 p.m. Sponsors: Port of Houston; Commerce Field Office.

KANSAS CITY—Apr. 11—Meeting for Exporters, 6 p.m. Sponsors: REEC; Commerce Field Office; International Trade Club.

LAUREL, MISS.—Mar. 31—Meeting of Louisiana-Mississippi REEC, 10 a.m. at Sanderson Farms.

LONG BEACH, Cal.—Mar. 29—Exporters' Workshop. Sponsors: Committee of American Steamship Lines; Chamber of Commerce.

LOS ANGELES—Mar. 28—European Trade Workshop, 9 a.m., Commerce Conference Rms. Sponsors: World Trade Committee, Los Angeles Chamber of Commerce.

LOS ANGELES—Mar. 31—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Mar. 30—Export Credit Insurance Workshop, Rm. 396, Federal Bldg. Sponsors: REEC; Commerce Field Office.

MIAMI—Mar. 30—In-Office Export Workshop, 10:30 a.m., Commerce Field Office. Sponsors: South Fla. REEC; Commerce Field Office.

MILWAUKEE—Apr. 6—Milwaukee World Trade Club annual meeting, Holiday Inn Central.

MINNEAPOLIS—Mar. 28—In-Office Export Conference, Dept. of Commerce Field Office. Sponsors: REEC; Commerce Field Office.

MINNEAPOLIS—Apr. 12—Monthly dinner meeting of Minnesota World Trade Assn.

NASHVILLE—Mar. 28—Ireland/Portugal Trade Mission Conference, Holiday Inn (Capitol Hill). **Speaker: Redington Fiske, Trade Mission member.** Sponsors: Middle Tennessee Exporters' Roundtable, REEC, Memphis Field Office.

NEW YORK—Mar. 29—"Profits in Exports" Meeting, Concourse Plaza Hotel. Sponsors: Bankers Trust Co.; REEC; Commerce Field Office.

NEW YORK—Apr. 6—"Profits in Exports" Roundtable Conference, Meadow Brook National Bank. Sponsors: Meadow Brook National Bank; REEC; Commerce Field Office; U.S. Dept. of Commerce.

SEATTLE—Mar. 30—World Trade Club luncheon meeting, Benjamin Franklin Hotel, noon. **Speaker: Sen. Warren G. Magnuson** on "East-West Trade."

SPRINGFIELD, Mass.—Mar. 30—"Exports Mean Business" Seminar, 3 p.m., Western New England College. Sponsor: Commerce Field Office.

SPRINGFIELD, Mass.—Apr. 6—"Exports Mean Business" Seminar, 3 p.m., Western New England College. Sponsor: Commerce Field Office.

ST. LOUIS—Apr. 4—"Show You" workshop on techniques of exporting, Conference Rm. of Federal Bldg. Sponsors: REEC; Commerce Field Office.

UNITE
GOVERNMENT
DIVISION OF PU
WASHINGTC
OFFICIAL

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

Your competitors in today's international markets offer attractive credit and payment terms as one of their basic sales tools. You offset this advantage, in part, by the high reputation certain U.S. goods enjoy, making buyers willing to pay more and pay it sooner in order to get that quality.

But in the long run, your ability—or willingness—to extend credit will be a major factor in your success in meeting this foreign competition. You now can meet your competitors' liberal credit terms without undue risk through government-sponsored export credit insurance. Both political and commercial risks can be covered under a program directed by the Foreign Credit Insurance Association, a group of more than 60 private insurance firms, in cooperation with the Export-Import Bank of Washington.

To learn more, ask your own agent or broker, or write to the Foreign Credit Insurance Association, 250 Broadway, New York, N.Y., 10007.